

4802

CHEMIST & DRUGGIST

a newsweekly for pharmacy

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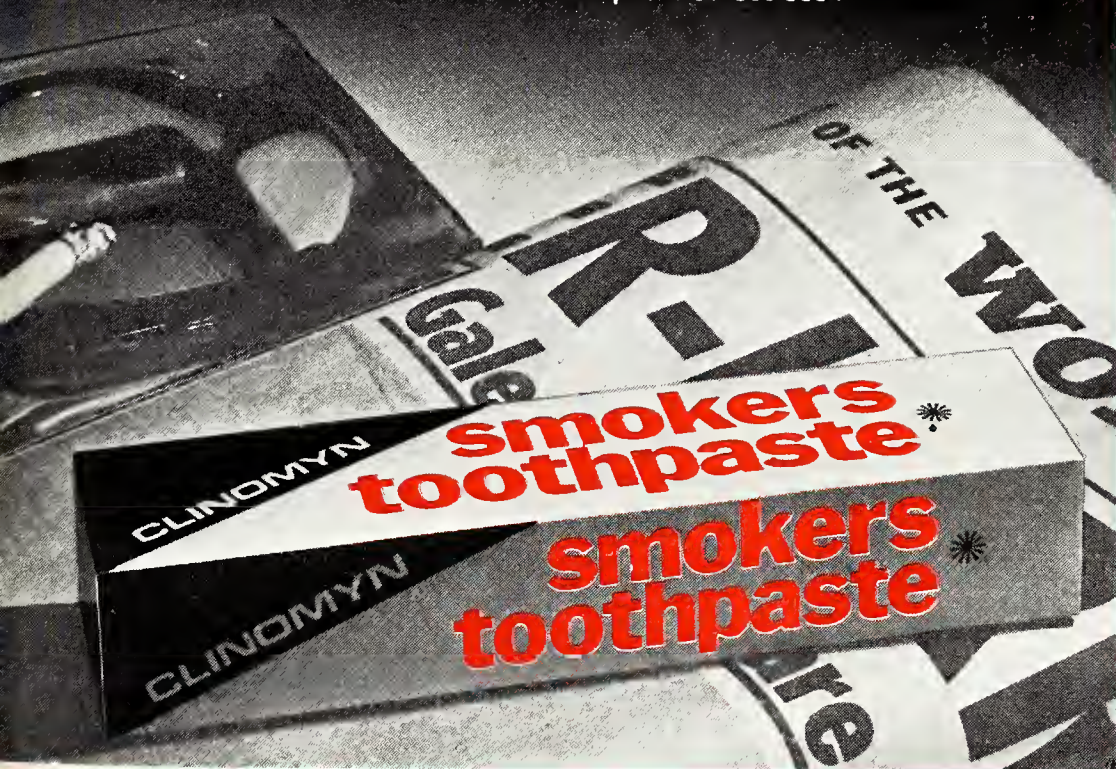
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SPECIAL SUPPLEMENT

**VAT: how it
will affect
the chemist**

**Evans inquiry
to be held
in public**

**Glaxo to
pay higher
dividend**

**1971 ended
well for
chemists'**

**Information
centres on
IV additives?**

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CHEMIST & DRUGGIST

113th year of publication Vol. 197 No. 4802

The newswweekly for pharmacy

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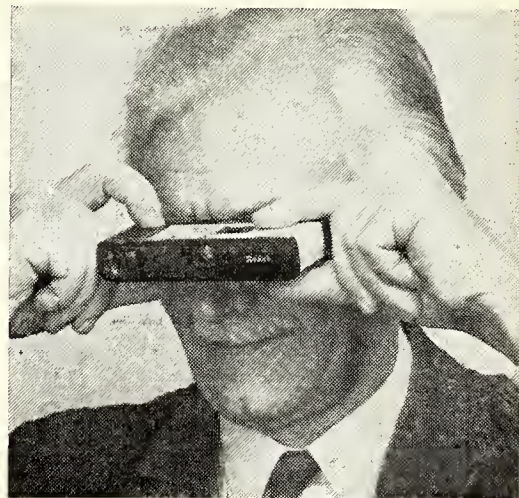
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Contents ©

Member Audit Bureau
of Circulations**A Benn Group Journal**

A range of "pocket" Instamatic cameras from Kodak will be introduced to Europe in September (see p 421)

If your customers suffer from flies, prescribe a Vanish.

From Reckitt & Colman, here's VANISH,
the new flykilling block with controlled-release action.

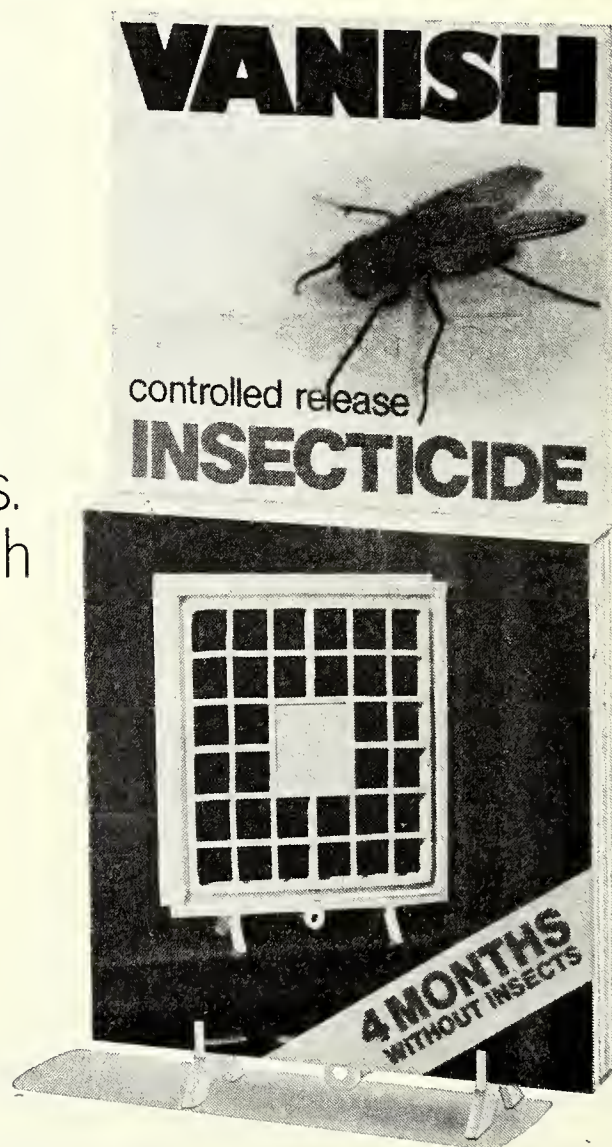
Designed to kill flies and other household pests
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Big national TV support
starting right at the start of
the fly season.

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discounts—ask your Reckitt
& Colman man, he'll be
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it vanish from your shelves.

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VAT: medicines and drugs to be zero rated

A zero rating for prescription drugs and medicines, and the ending of purchase tax a short time before the introduction of value added tax—these are points of "good news" for chemists in the Chancellor's VAT proposals.

The main features of the Government's VAT proposals are set out in a White Paper issued on Tuesday. They are:

□ A simple tax structure—only one positive rate of tax (the standard rate), a zero rate, and exemption. The intention is that the standard rate will be 10 per cent, but there is provision to set the starting level elsewhere within the range 7½ per cent to 12½ per cent should the economic situation in 1973 require it.

□ Tax at the standard rate will be chargeable on the supply of all goods and services and on all imports, unless the legislation specifically provides otherwise.

□ The zero rate will apply to drugs and medicines supplied on prescription, and to exports, to food, except items now liable to purchase tax such as confectionery and soft drinks.

□ Health "services" will be exempt tax.

□ Traders whose business turnover in taxable supplies of goods or services (including zero rated supplies) does not exceed £5,000 a year will be exempt. They will not be required to be registered with Customs and Excise, but may be allowed to do so and come within the scope of the tax if that would be to their advantage.

□ Registration of taxable persons will start in October 1972.

Two-rate outlets

□ A range of special methods of accounting for tax will be available to retailers who deal in both zero rated goods and standard rated goods and who cannot without undue difficulty operate the normal tax rules.

The Government proposes that the problem of stocks held by retailers and others which have borne purchase tax and which, if unsold on April 1, 1973, will attract VAT should be dealt with in one of two ways. First, traders dealing in the goods listed in the White Paper, eg. photo equipment and certain other consumer

durables, should by agreement with Customs and Excise use sale or return arrangements so that unsold goods on April 1, 1973 will be free of purchase tax.

For all other goods purchase tax will be ended a short time before VAT comes in. This will give traders an opportunity to dispose of stocks on which purchase tax has been paid and to build up a tax free stock in preparation for VAT. A similar solution is proposed for goods chargeable with revenue duties.

Purchase tax

The top two rates in force until March 21 namely, 45 per cent and 30 per cent, are reduced to 25 per cent effective March 22. As known, purchase tax will be abolished after March 31, 1973 after which value added tax will take over.

The 45 per cent rate applied to such items as cosmetics and photographic goods and the 30 per cent to certain toiletries (brushes, combs, sponges, etc) and non-exempted medicines.

Goods not affected because they are liable to 11½ per cent or 18 per cent include confectionery, spa water, fruit juices, paper handkerchiefs, vacuum flasks, pet foods, etc.

□ Spirits. The law is to be changed to permit rectifying and compounding of spirits from August 8, 1972 in bonded warehouses approved for the purpose.

□ Revenue duties. Up to March 31, 1973, the Treasury is to have power to reduce by Order the rates of the revenue duties on spirits, wine, etc.

□ It is proposed that all companies whose profits for corporation tax purposes do not exceed £15,000 in any year will pay tax on their income at a special rate; with the illustrative rate of, say, 50 per cent, the special rate for small companies would be 40 per cent. There will be marginal relief for companies whose profits are between £15,000 and £25,000.



Mr J. P. Kerr, vice-president of the Pharmaceutical Society, addressing Scottish Hospital Pharmacists. To his left is Dr Anderson, conference chairman

'Retail gains from hospital efforts'

A successful outcome to the efforts to secure a well-staffed and organised hospital pharmaceutical service could be the "salvation" of general practice pharmacy, said Mr J. P. Kerr, vice-president of the Pharmaceutical Society, when he opened the fifth conference of Scottish Hospital Pharmacists in Dunblane last weekend.

Mr Kerr said that, in the past, there had been too little recognition of the interdependence of the hospital and general practice services, and the Society's Council intended that that should not be the case in future.

It was in hospitals that the young doctor first experienced the range of advisory services he could expect from pharmacists. "If these services are found to be valuable, as they undoubtedly will be, then advances in the professional sphere in general practice pharmacy will be much less difficult to secure."

Mr Kerr added that young graduates became discontented in general practice when they found nothing to induce them to continue their studies, and he therefore hoped that hospital pharmacists' efforts would help to establish the advisory role of general practice pharmacy.

In referring to the Society's pressure to secure action on the Noel Hall report, the vice-president accepted that there were those not 100 per cent in favour. But the alternative was much worse, he said.

Concerning Health Service restructuring, he said that Council were studying how the pharmaceutical advisory machinery should work. "We are convinced that the closest possible links must be forged at advisory committee level be-

tween hospital and general practice pharmacists so that on every appropriate occasion a concerted view can be put by pharmacy to the main management body in the NHS."

Doctors' demands to the industry

Requests from doctors for financial support for a wide variety of projects pour into the offices of pharmaceutical companies every day, according to a recent article in *Medical News-Tribune*.

One company executive involved with such requests said: "One moment they are attacking us over drug profits and the next asking us for charity."

The article stated that the sort of letters received revealed an "ambivalence in the attitude of the medical profession to the pharmaceutical industry" which the latter is inclined to resent.

Not all requests come from doctors: the case of a pharmacist trying to open a pharmacy next to a newly-established group practice against local opposition is recorded. He was asking companies if they would pay for any unexpected legal costs arising during his move.

He wrote: "The involvement of a respected leading manufacturer such as yourselves would surely be beneficial to your image."

Chemists' business rose in November-December period

Average weekly turnover in chemists' shops during November/December was 12.6 per cent higher than a year earlier, according to the latest Retailer Report from A. C. Nielsen, the market research company.

Nielsen comment: "As might be expected over Christmas, counter trade made a big contribution to this increase and was running at a level of 14 per cent ahead of year-ago figures."

Leading the way in the over-the-counter increases on a year earlier were the small independents, with a 15 per cent rise over a year earlier.

Percentage increases of the different classes of outlet over the corresponding period of 1970 were as follows: Multiples and Co-operatives, 11 per cent; large independents 14 per cent; small independents, 15 per cent. Total average weekly turnover was £8.5m, compared with £7.5m in the 1970 period.

Average weekly cash sales per shop were as follows (figures for a year earlier in parentheses): Large independents, £557 (£488); multiples/Co-operatives, £583 (£525); small independents, £187 (£163).

Average weekly NHS receipts worked out as follows: Large independents £394 (£354); multiples / Co ops £330 (£310); small independents £199 (£178).

In large independents NHS business accounted for 40.4 per cent of total turnover (41 per cent in 1970); in small independents 45.2 per cent (45.8 per cent) and in multiples/Co-ops 32.1 per cent (33 per cent).

During November, independents dispensed 87.4 per cent of NHS prescriptions, an average of 1,698 per shop; the multiples and Co-operatives 1.848 per shop (12.6 per cent). The independents increased their percentage share by 0.5 per cent over the same month of 1970.

Hypermarkets and small shops

Independent shops and "quality" multiples in town centres had been least affected by the growth of hypermarkets in France, a recent conference in Bolton was told.

Mr P. C. R. James, chairman and managing director, Marketing and Planning Consultants & Associates Ltd, said that special studies carried out by his company showed that supermarkets over 4,000 sq ft

Additional 'NP' restriction for DD scripts

Preparations requiring an entry in the Dangerous Drugs Register will require an initial from the prescriber before they are included in the NHS "nomen proprium" scheme when it comes into operation in England and Wales on April 1.

That is the main difference from the scheme already announced for Scotland (C&D March 11, p 325), which has no such provision. Details of the England and Wales scheme will be circulated next week, and include the proviso that the prescriber must *initial* the "NP" on Dangerous Drug prescriptions.

Among the minor differences are the inclusion of the British Dental Formulary among the list of publications from which titles may be used, and the omission of the instruction to refer the patient to the prescriber if a question arises on why the name is not on the label.

When the prescriber wishes some specific name to appear—such as "The sedative tablets"—he is required to *write* the instruction on the prescription.

Following Xrayser's question last week concerning labelling of preparations diluted to provide a 5ml dose, current opinion is that "more than one ingredient" is involved and NP arrangements will no longer apply.

In area were worst hit—registering losses in trade of 18-30 per cent.

Those small shops that had suffered most from the advent of supermarkets had been least affected by hypermarkets.

He believed that properly planned and researched hypermarkets and out-of-town shopping centres could become an asset to Britain's retail trade and to the community.



The Wisdom toothbrush advertisement on this London bus was selected for a 1972 British Poster Design Award. Judges commented that it had a strong copy line and "was almost arrogant in its assurance". The Awards are sponsored by the Council of Industrial Design to encourage high standards in this form of publicity

IV fluid inquiry to be in public

The proposed inquiry into the use of contaminated dextrose bottles at Devonport Hospital (C&D, March 18, p 373) is to be held in public.

The first meeting will be held at Church House, Westminster, starting at 11 am on March 27.

Sir Keith Joseph, Secretary of State for Social Services, announced late last week that the inquiry team would include Dr Frank Hartley, Dean of the School of Pharmacy, London University, and Sir James Howie, Director of the Public Health Laboratory Services and would be headed by Mr C. M. Clothier QC, Recorder of Blackpool. They will advise Sir Keith on any aspect of the handling of the incident which they consider requires action.

Sir Keith has also asked for a second inquiry to be undertaken by the Medicines Commission which will review "the measures which should be taken in the course of production, distribution, storage and use of medicinal products to prevent them becoming the vehicles of infection".

Both inquiries will be carried out as quickly as possible and the results will be published.

It was disclosed last week that Mr Kenneth Horrell, one of the two surviving patients who had been given the suspect dextrose solution, had died at Devonport Hospital. Five other patients died earlier.

Evans Medical Ltd announced on Tuesday that it was recalling all bottles of infusion and lavage solutions. A spokesman said that there was no reason to believe that any batch, other than the one found to be contaminated, was faulty.

Allen & Hanburys are recalling Sterivac solutions made for them by Evans Medical Ltd. The solutions concerned can be identified as follows:

□ Batches numbered 005119-010477 made between May and October 1970.

□ Batches with the prefix characters 2A or 2B carrying an expiry date of 1974.

No batches of Sterivac have been implicated but it is felt that the best interests of all concerned would be served by this recall.

'Pyramid' selling affects launch

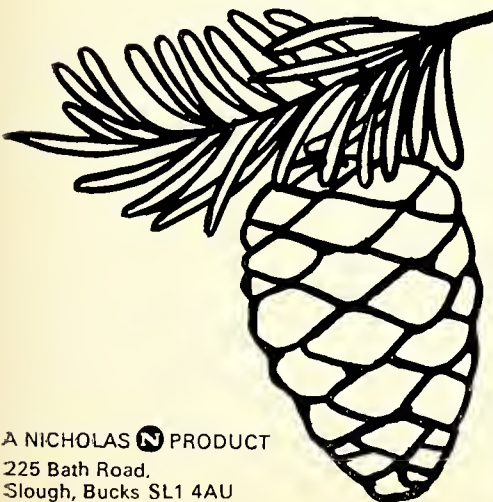
The recent publicity given to "pyramid" selling has led to a total reorganisation of distribution for Warner Bros Cosmetics' range of products, due for UK launch mid-May.

Originally it was intended that the company should operate on a direct sales basis from the home of the chairman, Mr R. C. Hibbard, but it has since been announced that intermediary outlets, including pharmacies and department stores are to be used.

The range, now comprising about 30 products from skin cleansers to eyebrow pencils and in the majority priced between £1 and £2, was created by Warner Bros chief make-up artist and although not previously available to the public, has been used in the organisation's films for more than 10 years. It is stressed that screen make-up is light and therefore quite suitable for daytime use. Mr Hibbard, who set up and owns the closed circuit television security company, Photo-scan, plans to launch the range on the Continent and in South Africa in the future. His wife, Jeanne, is president of the Cosmetics company.



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Radox is popular: The public knows and trusts Radox. It accounted for the lion's share of the bath additive

market's growth in 1971. It grew faster than the market as a whole. Radox is winning the *new users*.

**PINE + LIQUID + RADOX
= POPULARITY = GROWTH**

Another big TV campaign, featuring Pine, begins April 26, 15- and 30-second spots, three times a week for 4 weeks, at peak and near peak times, nationwide.

Liquid Radox is on bonus.
Make sure you have ample stock.

COMPANY NEWS

Glaxo to pay more dividend

With group profits, before tax, at £12.44m in the six months ended December 31, 1971—a rise of £780,000 over the equivalent 1970 period—the directors of Glaxo Group Ltd forecast a lift in ordinary dividend for the year to 20 per cent from 16 per cent.

It is also proposed to reorganise the group's capital structure, which will involve the creation of a new holding company. The newly formed company will issue one £0.50 ordinary stock unit, plus £0.60 of 7½ per cent convertible loan stock, 1985, for every existing ordinary stock unit of Glaxo.

Group sales for the half-year totalled £88.9m (£83.35m) including £25.6m (£22.7m) by Vestric Ltd.

The directors state that the group's major UK capital expenditure programme is now largely complete and expenditure on fixed assets in the UK should return to a more normal level.

Completion of this programme and improvements in trading results, which can be expected from the new plant and from marketing of new products, should strengthen cash flow during the next few years, the directors add.

In brief

Colgate-Palmolive Co of the US and **Nicholas International Ltd** of Australia have agreed to set up long-term arrangements for the marketing in the US of proprietary products developed by Nicholas. The agreement also provides for mutual collaboration in the development of new proprietary products of interest to both companies.

Mr W. Burrows, MPS, has closed his pharmacy at 10 High Street, Skegness. Private address: 27 Saxby Avenue, Skegness, Lincs.

Perivale Pharmacy Ltd advise that all correspondence relating to the company should be addressed to J. Ames & Son, London House, 3 New London Street, London, EC3.

Izal Ltd increased turnover in 1971 by £221,340, a 2.6 per cent improvement on the previous year, and turned in profits of £979,150, an increase of £215,654 on 1970.

Appointments

Berk Pharmaceuticals Ltd: Dr J. S. Burton has been appointed to the board as technical director. Dr Burton has been with Berk since 1969, joining the company as technical manager. He joins the board in place of Mr A. C. Benzie who has retired.

International Chemical Co Ltd have appointed Mr Raymond Heath their Northern region sales manager and Mr Brian Phillips, southern region sales manager.

Unichem Ltd are making changes to their sales and marketing operations from April 5 when the company are appointing John Speller (35) their first general sales manager.

Mr Speller, whose previous career has been in grocery and textile marketing, will control Unichem's sales operations from its headquarters in Crown House, Morden, Surrey.

Under the reorganisation, Michael Worbey continues as chief buyer and Geoffrey White, a director, assumes responsibility for co-ordinating and planning Unichem's total marketing programme.

Deaths

Foubister: Recently, Mr William Robert Foubister, MPS, Links Terrace, Peterhead, Aberdeenshire. Mr Foubister who was in partnership with his father.

Wood: On March 17, Mr William Wood, MPS, 65 Donnington Road, Sheffield 2, aged 77. Mr Wood qualified in 1916 and served during his long pharmaceutical career as chairman and secretary of Sheffield Branch of the Pharmaceutical Society and was a member of the local pharmaceutical committee and chairman of the local branch of the National Pharmaceutical Union.

Mr W. F. Patterson writes: Billy Wood was a man with a positive personality and worked hard for the well-being of our profession. He was a clear and succinct speaker, mild in manner and a real gentleman of the old school.

Topical reflections by Xrayser

Pollution

I had expected to find you dealing editorially with the urgent question of pollution, and was not surprised that you devoted a column to the subject last week. The whole world is very much concerned, and recent events in this country have brought home the difficulties and the dangers of the disposal of waste.

So far as pharmacy is concerned, the problem is a complex one, and the illustration on page 373 of the Mayor of Croydon showing a personal example by handing in unwanted medicine to the pharmacist is likely to pose problems for Mr J. S. Benjamin, unless there is an arrangement with the local authority to dispose of the returned drugs. In fact, the mere concentration of supplies may result in more hazardous waste than would be the case if each household, at sporadic intervals, acted on its own account—but one realises that without the spur offered by mayor and pharmacist, the medicines would remain in the cupboard to constitute hazards of another description.

I have, on occasion over the years, been faced with problems of disposal which were quite beyond me and, in fact, merely resulted in the transference of toxic substances from one locked cupboard to another. What, for example, would you do if offered two pounds of white arsenic? And what would you do if, on buying a business in a market town, you discovered two hundred-weights of that substance in the cellar? With even the most acutely developed sense of commercialism, the task of adding soot or indigo and selling it off in small lots is a daunting task.

And somewhere in most pharmacies there is a hidden hoard of strychnine or corrosive sublimate (or both), enough in many cases to make it impossible to contemplate what seems to be the most obvious mode of disposal.

Disposal

With the innocuous substances in the shape of returned medicines, I have made use of the sink and running water, on occasion steeping some of the sustained-release types of tablets in a basin of hot water. While thus engaged, I have meditated on the amazing comminution and solvent properties of the digestive processes, for I have witnessed a sizeable quantity of tablets in pretty good shape after a maceration process of six hours in water.

But did not an advertisement for a "patent" medicine once startle the world by asking if it knew that the human stomach contained enough acid to burn a hole in the sitting-room carpet?

But getting rid of waste in general poses something of the dilemma of the Aborigine who, given a new boomerang, found the disposal of the old one beyond his capabilities. And the discovery of vast quantities of oil in the seas surrounding these islands does not suggest that the problem of pollution is a diminishing one, whatever the extent of the financial rewards.

Safety of medicines

Mr G. Teeling Smith, in an address in London, dealt with the question of the safety of medicines, pointing out that standards of safety were well above previous levels and were, in some cases, out of proportion to risks accepted in other fields. That may not necessarily mean that the standards are too stringent. They may be too low in other directions.

Value added tax: the proposals and the chemist

By H. H. Mainprice LIB, managing director, VAT Advisory Services Ltd, and VAT Planning and Publications Ltd

Now that the Chancellor has announced his proposals for the introduction of VAT in April 1973, almost all sections of the trading community will realise that this is the most far reaching tax change since the introduction of PAYE. Previous indirect taxation, such as purchase tax, only affected a limited sector of the commodity market, but all goods sold in this country will be subject to VAT.

Since the legislation makes it clear that there are to be no exempt goods, only exempt services, save for a very few items supplied together with services in the health field, the supply of all goods will be taxable. It is true that some goods will be taxable at a nil rate of tax, which is called a zero rate, but this is still a taxable supply. The difference between exemption and zero rating is that exemption means that all VAT paid remains with the exempt trader whereas a zero rate means that the trader can claim back this tax. For instance the provision of insurance is an exempt activity.

Drawbacks of exemption

This means that an insurance company will be an exempt trader and will have to bear all the tax which it pays on its telephone bill, stationery and other business expenses. Food, other than food which has heretofore been subject to purchase tax, is to be zero rated. This means that the grocer can claim back the tax he has paid on his business expenses, like telephones, stationery and advertising. Thus food is free of VAT but insurance will bear a hidden tax notwithstanding that its actual supply is not taxable.

The ordinary retail pharmacist supplies a variety of goods all of which will be taxable at the standard rate. However, in certain circumstances, a chemist will make supplies which are taxable at the zero rate. In order to avoid an increase in the cost of the National Health Service, the supply of any goods by a registered pharmaceutical chemist *on prescription by a registered medical or dental practitioner* is zero rated.

This means that when a chemist sells a bottle of aspirins costing 10p he will have to charge 1p tax if he sells without a prescription but only 10p if he sells the bottle on prescription. VAT law makes no distinction between National Health prescriptions and private prescriptions so

that the only consideration from the chemist's point of view is whether or not the supply was made on prescription or not. It should be noted that VAT Bill does not restrict this relief to drugs or medicines only. Some chemists also hold an off licence to sell wines and spirits. If a doctor gives a private prescription for a bottle of whisky, and that whisky is supplied by a chemist, it will be 10 per cent cheaper than if it were to be supplied by a wine merchant because the wine merchant will have to add 10 per cent VAT to the price he charges.

In this latter case the reduction in VAT would be more than offset by the fee charged by the doctor. However, some chemists also sell cameras. If a doctor prescribes a £100 camera for a friend, or even for himself, it would appear that the chemist must supply such camera free of VAT.

How does all this affect the chemist? Since his supplies are all taxable, albeit some at a nil rate of tax, he will only have to keep a record of those goods which he has supplied on prescription. He will then apply one of the retail trader schemes to his business, which the Customs will publish in due course, and fill up his VAT return in accordance with the particular scheme which he has adopted. Although this will obviously mean some increase in book keeping it will not mean that a chemist will have to split his till roll for fully taxed and zero rated goods.

...and comments from the NPU

The National Pharmaceutical Union has issued the following statement on the Chancellor's announcements:

The NPU welcomes the reductions in purchase tax and agrees on general grounds with the single rate of value added tax. This is something the NPU pressed Customs and Excise and the Chancellor for on a number of occasions.

The NPU will want to examine the VAT White Paper before commenting on the proposals for dealing with the "double taxation" problem.

The NPU also welcome the exclusion of the health services from VAT but until further information is obtained on how this will operate in relation to prescription medicines sold over-the-counter

it cannot express a view on what complications are likely to arise and in how much difficulty members may be involved.

The NPU issued all its members with "immediate purchase tax reduction" notices prior to the Budget and expect that many members will use these to meet local competition.

NPU welcome the extra allowance on new equipment (from 80 to 100 per cent).

The time lag in final payment for NHS prescriptions may cause some administrative problems for all chemist contractors, and possibly cash-flow problems in the winter for those whose NHS turnover represents a substantial part of their total turnover. The fact that prescription medicines sold over-the-counter or counter prescribed are to be subject to VAT will need consideration.

It seems that the exemption from VAT of any services by a registered pharmacist does, in fact, cover locum services. If this is so, it is welcome.

The NPU Executive Committee will be looking at the White Paper next week to see if further representations to the government are called for.

Equipment

Electronic pocket calculator

Just launched on the British market by the newly formed business machines division of Angula Engineering Co Ltd is the Phoenix pocket electronic calculator.

The Phoenix can handle combinations of addition, subtraction, multiplication and division. Results are clearly displayed by light emitting diodes. Power is supplied by a built in battery re-chargeable from AC mains. The calculator offers "full-floating decimal point system with underflow" and a memory for retaining constant factors.

Examples of calculations using the keyboard symbols include profit margins, compound interest, foreign exchange and metric conversions.

The Phoenix costs £87.00, measures 6 × 3½ × 1¼ in and weighs 12oz.

Angula are distributing the Phoenix through a network of retailers. Initially, however, inquiries should be sent to Angula at 120 Stratford Road, E13.

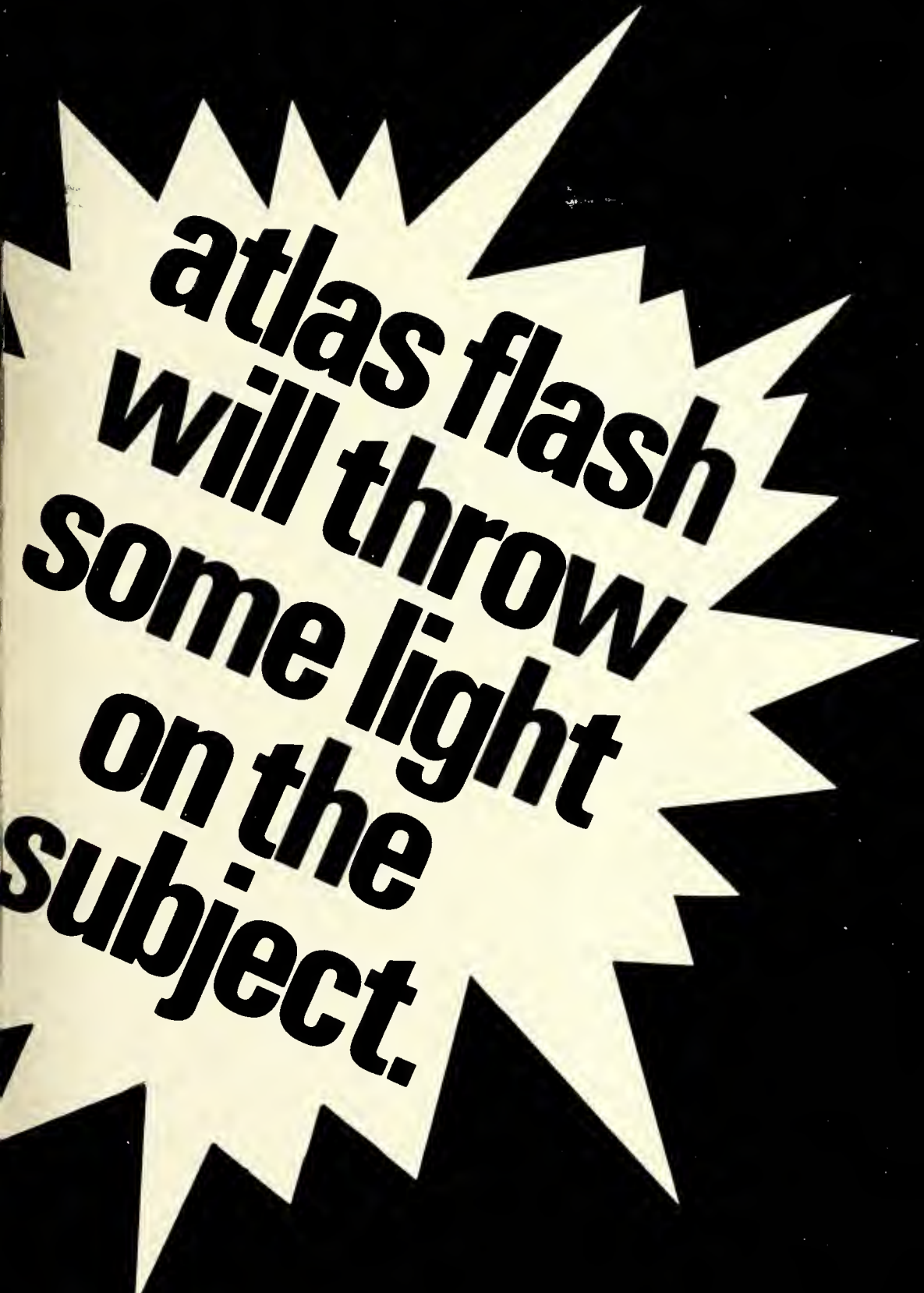


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NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Innox's 'grand' Appointment

Innox have introduced a range of fragrances, called Appointment. Following their Gingham, which is described as "gay and carefree", the latest perfume is said to be "grand and always correct, with a sophisticated maturity".

The range comprises Perfume Metered Mist (£1.25), and refill (£0.95), toilet water (£1.35), toilet water aerosol (£1.15), bath dusting powder (£0.85), beauty bath oil (£0.97) (Innox (England) Ltd, Innox House, 436 Essex Road, London N1).

Two more Radox

Nicholas are expanding their range of bath additive products with the introduction of Liquid Radox with pine essence (£0.28) to the public through television advertising starting on April 24.

Having tested various fragrances, they say there was overwhelming support for pine and that liquids account for over half this market.

In addition, the company has produced an aerosol footspray, Radox Footspray (£0.49) said to relieve tired aching feet instantly as well as being a deodorant/anti-fungal product, effective against "athlete's foot" (Nicholas Products Ltd, PO Box 17, 225 Bath Road, Slough, Bucks SL1 4AU).

Dana's Ambush

Dana Perfumes have launched on the UK market Ambush, their light floral fragrance which has already become established in South Africa and Australia.

Designed for the young woman, the products available so far are a 50cc glass spray Cologne with gold flute top (£1.10), a 55cc Cologne in a three barrel bottle (£1.35) and 7cc spray perfume (£1.20) [all post Budget prices] (Dana Sales Ltd, 19 Grosvenor Street, London W1).

Baby care

Farlene redesign

The new pack for Farlene is intended to align with the Farley's Rusk presentation redesigned last year.

Although both products feature the same type face and family of Farleymen, the Farlene youngsters are much younger and



drawn in a modified style more appropriate to young babies. The manufacturers suggest that maximum profit can be gained by composite display of the two products (Farley's Infant Food Ltd, Torr Lane, Plymouth, Devon).

Over-the-counter medicinals

For a 1½ million market

Trisonovin, a new, chemist-only o-t-c product, is being launched by a newly-strengthened Menley & James sales team.

Trisonovin, a flesh-tinted non-greasy cream, contains resorcinol 2 per cent and sulphur 8 per cent.

Pack is a 25g tube (£0.46). The market is the 1½ million girls suffering from acne, spots and pimples. A consumer advertising campaign is aimed to reach more than 90 per cent of the target audience.

The two main point-of-sale items are the display outer in orange and white, and dispensers with eight page full colour booklets entitled "The Emotional and Physical Aspects of Acne and Other Skin Problems" (Menley & James Laboratories, division of Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts).

Horticulture

Kills greenhouse pests

Secto have launched Sectovap continuous vaporising greenhouse pest killer strip (£0.60) designed to kill most common greenhouse insects including greenfly, aphids, leaf miner etc. The makers say the product has been developed to cope with variations in the size of individual greenhouses. Panels provided on the pack can be removed in accordance with instruc-

tions for use to protect greenhouses from 300cu ft in size up to 750cu ft in size, preventing the possibility of "over-treatment" (Secto Co Ltd, Shaw Street, Blackburn).

Household

Fleur air freshener

An air freshener, called Racasan Fleur (£0.15-£0.20), is designed to provide a constant perfumed fragrance in the home for up to three months "in an entirely different way".

It is said to be basically an impregnated non-toxic powder in a pack which releases perfume at a pre-determined controlled rate. Inside the airtight wrapper is a silver perforated carton that can stand or hang in any room. The powder is contained in an inner porous paper sachet, which allows the perfume to pass through whilst moisture and odours are absorbed.

After removal from the foil outer, the product has a three-month life, the perfume being strengthened every few weeks if the pack is shaken gently. It is available in two perfumes, Spring Flowers and Blue Lavendar and is packed in display cartons containing 12 sachets (Racasan Ltd, Ellesmere Port, Cromwell Road, Cheshire).

PRESCRIPTION SPECIALITIES

Treatment for infertility

Roussel Laboratories announce the introduction of Ondonid (cyclofenil), an oral non-steroidal agent for anovulatory infertility and menstrual dysfunction.

The company say that fertility studies have shown that the pregnancy rate achieved is comparable to that with other oral agents and is uncomplicated by multiple births.

The use of Ondonid is restricted to hospitals and clinics studying and treating women with these problems. It is available to meet prescriptions from these sources or from consultant practices with access to laboratory facilities.

Ondonid is presented as 100mg tablets in containers of 60 (£4.95 trade) (Roussel Laboratories Ltd, Roussel House, Wembley Park, Middlesex HA9 0NF).

PRINALGIN tablets

Manufacturer Berk Pharmaceuticals Ltd, Station Road, Shalford, Surrey

Description White tablets each containing alclofenac 500mg

Indications Pain, especially in arthritis and rheumatism

Dosage One or two tablets every 4-6 hours. In arthritic and rheumatic conditions, two tablets three times daily, reducing this initial dose as symptoms are controlled

Precautions Should be administered with caution in cases of impaired renal or hepatic function and in diabetes

Side effects Occasional nausea and indigestion or cutaneous intolerance has occurred

Packs Of 100 (£2.26 trade) and 500 (£10.80)

Supply restrictions Recommended on prescription only **Issued** March 1972

Note: The prices and indications above correct those given last week

TRADE NEWS

Fisons' new agency

Kathleen Court (England) Ltd, manufacturers of Cooltan have announced a sales agreement with Fisons Ltd, pharmaceutical division, Loughborough. As from February 1, Fisons Ltd became the selling agent for Cooltan, Coppatan, Coolene, Sea & Ski and Basque.

Gentler Wood Nymph shades

Elida Gibbs Ltd, PO Box IDY, Portman Square, London W1, have announced that Ash, Tawny and Birch will replace three shades in the Wood Nymph range, only Oat remaining.

These are designed to give a more subtle result than before, Ash being for women wishing to become pale ash blonde; birch, pale silvery blonde; and tawny, pale beige blonde. All can be used on fair to dark blonde hair.

On light brown to medium brown hair, Wood Nymph will produce a soft shade of blonde and on dark brown hair "will lighten it three to four shades to chestnut brown." Advertising support will include eight magazines and spots on Radio Luxembourg in April and May.

Large size Bidex

A large size Bidex feminine deodorant spray has been introduced, containing 140g (£0.68). It is presented in the same aluminium can as the 51g size and comes in the same choice of fragrances, Naturelle, Fraiche and Delicate.

Richard Hudnut Ltd, Eastleigh, Hants, say the latest addition is the biggest can with the biggest fill on the feminine deodorant market, and offers a 35 per cent saving over a purchase of the 51g size.

New magazine through Boots

Boots' retail shops are to be the outlet for a new consumer beauty magazine, *Looking Good*, to be launched in September, initially as a quarterly. The tie-up with Boots arose, said the founder, Penny Vincenzi, because she wanted a cosmetics magazine that sold at the point-of-sale "and Boots are the biggest in cosmetics; we'll be talking about the sort of products Boots sell".

PD & Co move completed

Parke Davis & Co announce that they have now completely vacated their old premises at Hounslow, Middlesex.

All communications should henceforth be addressed to Usk Road, Pontypool, Mon. NP48YH (telephone Pontypool 2468; telegrams, Parkedave Pontypool, Telex: 49647).

Breck Basic source

Breck Basic Texturiser is available from Shulton (Great Britain) Ltd, Trevor House, 100 Brompton Road, London SW3 and not as previously stated.



Latest addition to the Lewis Woolf range of baby care products are Sof'down nappy liners in packets of 50s (£0.24) and 100s (£0.43) (Lewis Woolf Griptight Ltd, Oakfield Road, Birmingham 29)

Bonus offers

May & Baker Ltd, Dagenham, Essex RM10 7XS. Anthisan cream, 25g tubes, 40 packs charged as 35. Through wholesalers or direct from the company's representatives.

Menley & James Laboratories, division of Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts. Trisonovin. 13 invoiced as 12. 56 invoiced as 48.

Nicholas Products Ltd, PO Box 17, 225 Bath Road, Slough, Bucks SL1 4AU. Liquid Radox with pine essence and Radox footspray. 12 invoiced as 10 (until April 21).

Easter closing arrangements

The following companies have advised us of their Easter closing arrangements: Beecham Ethical Distributors, Great West Road, Brentford, Middx: offices closed from 5.15 pm, Thursday, March 30 until 9 am Tuesday April 4. Telephone answering service 01-560 2876 (Urgent supplies from John Bell & Croyden).

CIBA Laboratories, Horsham, Sussex: closed from 5.30 pm Thursday, March 30 until 9 am Wednesday April 5.

May & Baker Ltd, Dagenham, Essex: Sales offices closed from 5.30 pm Thursday, March 30 until 9 am Tuesday, April 4. Order department, Pharmaceutical Specialities (May & Baker) Ltd, closed from 5 pm March 30 until 9 am April 4 (Urgent supplies from John Bell & Croyden).

Merck Sharp & Dohme Ltd, Hoddesdon, Herts: Closed from 5.30 pm Thursday, March 30 until 9 am Tuesday, April 4 (Urgent supplies from John Bell & Croyden).

Northern Pharmaceuticals Ltd, Bradford: closed Sunday, April 2 and Monday, April 3; ethicals only 9 am-noon, Tuesday, April 4.

Pharmax Ltd, Bexley, Kent: closed from 5 pm Thursday, March 30 until 9 am Tuesday, April 4 (Urgent supplies from John Bell & Croyden).

PROMOTIONS

Major slimming campaign

The biggest ever major promotion in the slimming foods field is claimed for Bisks current enterprise, launched in conjunction with an advertising campaign. These are to appear in 12 women's magazines, two slimming publications, *Reveille*, *TV Times*, *Daily Mirror*, *Daily Express*, *Sunday People*, *Sunday Mirror* and *News of the World*, based on an independently run clinical trial.

The campaign has been designed so that 90 per cent of women aged between 25 and 54, the age group said to be most interested in slimming, will see the advertisements 30 times during the year. The promotion, supported by a new display unit and point-of-sale material, consists of a slimming course using one of two selections of Bisks products, along with five pack tops being exchanged for a 20p voucher against further purchases. This will run until the end of June (Fisons Ltd pharmaceutical division, 12 Derby Road, Loughborough, Leics).

Gala inform assistants

Gala of London are to direct more attention towards the beauty assistant and to keeping her informed of new products and trends, through the publication of the bi-monthly "Gala Girls' News Letter", on controlled circulation to 1,550 retailers, and through a series of regional evening schools. These are to be held in the spring and autumn to demonstrate the new fashion's look and products. The first edition includes a competition with record-token prizes.

Close-up news-sheet

To boost the launch of Close-up toothpaste, Elida Gibbs have distributed a one-page explanatory news-sheet to retail outlets not visited by their sales force.

The sheet is called *Trade News* and gives details of a competition for Close-up stockists, which carries a prize of a Morris Marina car, as well as a 75p coupon redeemable at wholesalers or cash and carries against the following purchase of the product (Elida Gibbs Ltd, PO Box IDY, Portman Square, London W1).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: All except G, E

Astral: Ln, M, Y, Sc, NE, A, B, G

Buttercup syrup: Lc, Y

Harmony hairspray: All except E

Man size Scotties: All except E

SR: All except E

Sunsilk shampoo and hairspray: All except E

Tegrin medicated shampoo: All except E

Wella products: All except E, CI

The Leader



**OCTOBER TO DECEMBER:
THE LEAD OVER OUR
MAIN COMPETITOR WAS
3 to 1***

**BE SURE YOUR STOCKS AND DISPLAY
ARE IN THE SAME 3 to 1 RATIO.**



*Source NOP Random Omnibus Surveys, October-December 1971

CHEMIST & DRUGGIST

Price service



Milk
and Sulphur
Skin Soap



NEW PACK
9p RETAIL
NOW BEING NATIONALLY ADVERTISED

MULATIVE AMENDMENT FEBRUARY ARTERLY PRICE LIST

de prices are given per unit unless
erwise stated. Bold upright figures
(4) in the retail column indicate the
e is subject to resale price
ntenance. Italic figures (0-14) is
nufacturer's recommended price.
ht upright figures (0-14) is a
gested guide.

Price advanced. *r* = Price reduced.
New entry. *d* = Delete.
Correction. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p
EBUT (366 Dendron)			
600			
be 112 ml			<i>d</i>
using cream with			
EF 600 112 ml	5.5061dz	2.3538dz	0.85 <i>i</i>
DS (671 Jeyes)			<i>d</i>
DS (193 Brobat)			<i>i</i>
fectant 210 ml	0.74dz	..	0.08
340 ml	0.95dz	..	0.10½
570 ml	1.35dz	..	0.15
p.v.c.			<i>d</i>
OMYCIN (746 Lederle)			
ules 250 mg 20	0.45	..	0.68 TS
pack of 16			<i>d</i>
OMYCIN V (746 Lederle)			
ules 250 mg 20	0.56	..	0.84 TS
LAWN (818 M&B)			
pack of 16			<i>d</i>
skiller 4 oz	2.40dz	..	0.30
8 oz	4.48dz	..	0.56
(208 BW)			
er bulb			<i>d</i>
OSOL (17 Agprolin)			
ts 100	0.33		
250	0.75		
CK (671 Jeyes)			
ols, alpine, lilac			
springtime 283 g	1.89dz	..	0.18½
les wick	2.38dz	..	0.23½
refill	1.98dz	..	0.20
	2.54dz	..	0.27
TO CULVER (24 ACC)			
Set shampoo			
495cc size			<i>d</i>
PRAY (331 C of C)			
y balm aerosol	2.46dz	0.72dz	0.35
MINTS (843 ML)			
ts 20	1.41dz	0.40dz	0.19
SELTZER (843 ML)			
ts 8	1.04dz	0.30dz	0.14
12	1.19dz	0.34dz	0.16
30	2.23dz	0.63dz	0.30
SON (40 Allinson)			
y yeast 4 oz	4.34	..	0.14½
(3 dz)			
RESH (105 BTD)			
up squares			
10 sachets	1.635dz	0.495dz	0.22

	Trade £.p	Tax £.p	Retail £.p
ALLPYRAL (1460 Dome)			
maintenance therapy			
10,000 units vial	7.50	..	10.00
skin testing solutions			
vial 0.30	..	..	0.40
ALLPYRAL-MITE (1460 Dome)			
fortified maintenance therapy			
vial 14.50	..	..	19.33
skin testing solutions			
vial 3.15	..	..	4.20
ALPHOSYL (1178 Stafford)			
application 60 g	2.295dz	0.69dz	0.34
cream 60 g	5.505dz	1.65dz	0.82
lotion 250 ml	11.70dz	3.51dz	1.73
ALUDROX (1352 Wyeth)			
tablets			
compound 48			<i>d</i>
ALUPHOS (1530 Fisons)			
gel 150 ml	1.33dz	..	0.16
170 ml	..	..	<i>d</i>
AMBILHAR (262 CIBA)			
tablets 500 mg 20	0.735	..	1.10
AMFIX (818 M&B)			
250 ml	2.16dz	..	0.27
2¼ l	1.05	..	1.57½
4½ l	1.97	..	2.95½
22½ l	7.54	..	11.31
composite pack	2.40dz	..	0.30
super 1 l	7.68dz	..	0.96
4.5 l	2.30	..	3.45
22½ l	9.25	..	13.87½
AMYLOMET (180 BEP)			<i>d</i>
AMYLOMET (1345 Woodward)			<i>i</i>
ANDRE PHILIPPE (48 AP)			
hair dressing for men 104			<i>d</i>
hair lacquer aerosol			
medium 8 oz 11			<i>d</i>
refill 12			<i>d</i>
hair spray aerosol 17			<i>d</i>
A-PEK (328 CCC)			
25 ml	1.05	..	1.40
100 ml	3.71	..	4.95
AQUA MANDA (532 Goya)			
after shave	0.232	0.105	0.45
anti-perspirant spray	0.232	0.105	0.45
28 cc	0.206	0.095	0.40
fragrance 104 cc	0.361	0.16	0.70
210 cc	0.567	0.255	1.10
..	0.283	0.125	0.55
spray ..	0.283	0.125	0.55
golden body rub ..	0.283	0.125	0.55
hand lotion ..	0.196	0.09	0.38
herbal bath oil bottle	0.283	0.125	0.55
shampoo bottle	0.195	0.055	0.35
foam bath bottle	0.251	0.115	0.45
oatmeal beauty soap ..	0.086	0.025	0.14
talcum ..	0.175	0.075	0.34
ARADOLENE (1023 Radiol)			
analgesic cream 40 g	0.135	0.04	0.25
ARGININE-SORBITOL (Egic (1123 SLL))			
4.20			<i>d</i>
500 ml	4.20		<i>i</i>
ARRID (235 CW)			
extra dry roll-on 42 g	2.05dz	0.88dz	0.31
ASKIT (69 Askit)			
hot lemon			
dispenser 3	1.40	0.40	0.08
(2½dz)		(2½dz)	
ASMAC (1303 Wander)			
tablets 50	0.23	..	0.34 fsls4A
ASPIRIN (1599 Winthrop)			
entire entry			<i>d</i>
ASPRO (893 Nicholas)			
tablets			
24	2.635	0.73	0.17
(2 dz)		(2 dz)	
60	2.54dz	0.705dz	0.33
120	4.30dz	1.20dz	0.56
junior 24	0.775dz	0.215dz	0.10
soluble 8	0.54dz	0.15dz	0.07
24	1.31dz	0.365dz	0.17

	Trade £.p	Tax £.p	Retail £.p
ASTRAL (333 Cupal)			
air fresheners			
general purpose blocks			
junior ..	..	..	0.05½
bubble-pack blocks			
apple blossom,			
carnation,			
freesia,			
wild honeysuckle,			
lavatory bowl ..	..	..	0.10½
mimosa ..	..	..	0.10½
rose ..	..	..	0.10½
magnolia ..	..	..	<i>d</i>
aerosols			
car freshener ..	..	..	0.12½
Touch of Spring			
freesia ..	..	..	0.23
Grace 'n' Charm			0.28
honeysuckle,			
mimosa ..	..	..	0.23
Nice 'n' Fresh ..	..	..	0.32
AUREOMYCIN (746 Lederle)			
capsules 250 mg 20	0.68	..	1.02 TS
pack of 16			
AURORA (243 Cernelle) entire entry			<i>d</i>
AURORA (243 Cernelle)			<i>i</i>
baby foods			
five fruits, orange and			
rusk, cereal with carrots,			
cereal with spinach,			
cereal with mixed vegetables			
7 oz	2.43dz	..	0.27
cereal with chocolate,			
cereal with honey			
7 oz	1.62dz	..	0.18
AVISOL (971 PSMB)			
8 oz	0.40	..	0.60
35 oz	1.50	..	2.25
80 oz	2.67	..	4.00
BACTRIAN (776 JML)			
cream	1.44dz	..	0.18
BADEDAS (338 Cussons)			
continental bath gelee			
5-bath (3502)	3.472dz	1.029dz	0.50
10-bath (3504)	6.874dz	2.036dz	0.99
25-bath (3505)	15.622dz	4.628dz	2.25
75-bath (3506)	38.187dz	11.313dz	5.50
BAGHARI (Piguet) (1020 QC)			
perfume			
3.5 cc	..	..	1.70
7 cc	..	..	4.02
14 cc	..	..	6.03
28 cc	..	..	9.54
56 cc	..	..	13.93
atomiser			4.23
eau de toilette			1.89
56 cc	..	..	3.23
110 cc	..	..	5.04
250 cc	..	..	8.19
500 cc	..	..	4.23
atomiser			4.23
BANDIT (Piguet) (1020 QC)			
perfume			
3.5 cc	..	..	1.70
7 cc	..	..	4.02
14 cc	..	..	6.03
28 cc	..	..	9.54
56 cc	..	..	13.93
atomiser			4.23
eau de toilette			1.89
56 cc	..	..	3.23
110 cc	..	..	5.04
250 cc	..	..	8.19
500 cc	..	..	4.23
atomiser			4.23
soap (3)	..	..	1.50
BANISH (813 MF)			
lotion	0.196	0.056	0.35
shampoo	0.28	0.08	0.50
BANTRON (149 Cuticura)			
smoking deterrent 15	4.59dz	1.34dz	0.66

the most versatile digitalis glycoside

LANOXIN* DIGOXIN

TABLETS • SOLUTION • INJECTION • PAEDIATRIC ELIXIR

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.

*Trade Mark



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p			
BARBER (85 BES)				BOUTIQUE 77 (151 Boutique)				CANNON (224 Cannon)						
health lamps				tights				Babysafe						
ultra-violet and				Nurdee micromesh	..	..	0.25	baby bath mat	0.28	0.03	0.45			
infra-red table 365	10.24	2.99	16.64	run resist	..	..	0.30	nurse cap, disc and teat	0.60	..	0.90			
infra-red and luminous				sheer knit	..	..	0.30	polycarbonate 402	0.12	..	0.18			
heat table popular	3.37	..	4.50	opal super sheer plain knit	..	..	0.45	902	0.14	..	0.21			
infra-red and luminous				sapphire micromesh	..	..	0.30	with Dormal cap						
table 596	2.61	..	3.47	run resist	..	..	0.35	4 oz	0.14	..	0.21			
ultra-violet and				sheer knit	..	..	0.35	9 oz	0.153	..	0.23			
infra-red table 641	9.45	2.76	15.36	extra large micro	..	..	0.35	teat/mini feeder	0.04	..	0.06			
ultra-violet, infra-red and				extra large run resist	..	..	0.40	triple pack	0.093	..	0.14			
luminous heat stand								polycarbonate jug	0.63	0.055	1.00			
465	23.06	6.75	37.50					smooth neck feeder set	0.28	..	0.42			
BAROSIL (1335 Wigglesworth)				B. R. (1023 Radiol)	40 g	0.14	0.04	0.23½	soother (all rubber)	0.08	..	0.12		
cream	50 g	1.50dz	0.45dz	0.22½	BRECK (1131 Shulton)				steriliser unit	2.195	0.21	3.50		
BAYER (452 FBA)				shampoo				teat narrow neck	0.033	..	0.05			
aspirin tablets	30	0.065	0.02	0.12	texturising	sachet	0.365dz	0.11dz	0.05	universal	0.54	..	0.08	
	100	0.15	0.045	0.27	standard	large	1.695dz	0.509dz	0.23	teething ring	0.047	..	0.07	
BEAR BRAND (1449 R & CFD)								hot water bottles						
tub honey	1 lb	2.10dz	..	0.21	BREVIDIL E (971 PSMB)				111	0.375	..	0.56		
BEAUCAIRE (430 Eucryl)					powder, ampoules	10	0.80	..	1.20	†s4B				
cleaning fluid	small	1.345dz	..	0.16	multi-dose container		0.37	..	0.55½†s4B					
BEETHAM'S (106 Beetham)					750 mg				777	0.38	..	0.58		
glycerin and					BRICANYL (68 Astra)				888	0.77	..	1.15		
cucumber	85 cc	2.16dz	0.97dz	0.35	syrup	200 ml	0.75		999	0.40	..	0.60		
	165 cc	3.08dz	0.14dz	0.50	BRINALDIX (1098 Sandoz)				Babysafe	0.375	..	0.56		
BELLADENAL (1303 Wander)					tablets pack of 25				Babycot	0.37	..	0.55		
tablets packs of 20 and 500				d	BRISTOW'S (105 BTD)				Dolphin	0.38	..	0.58		
retard packs of 20 and 500				d	shampoo and conditioner				Fleurs de Lis	0.535	..	0.80		
BELLERGA (1098)					sachet	80 cc bottle	0.37dz	0.115dz	0.05	Noah's Ark series	0.535	..	0.80	
retard packs of 20 and 1000				d			1.56dz	0.47dz	0.21	Radiator	0.52	..	0.75	
BELTUX (243 Cernelle)					BROBAT (193 Brobat)				Regal	0.60	..	0.90		
multi-vitamin tablets	100	8.28dz	..	0.98	bleach	30 oz	0.85dz	..	0.09	Ripple	0.47	..	0.70	
packs of 30, 250, 500 and 1000				d		40 oz	0.96dz	..	0.10½	Superb	0.52	..	0.78	
BEMAX (103 Beecham)					suds	28 oz	0.95dz	..	0.10½	Velvetex	0.535	..	0.80	
	10 oz	2.035dz			fresh disinfectant	12oz			d	hot water bottles (covered)				
	20 oz	3.60dz			BROMURAL (86 Barclay)					888	0.77	..	1.15	
BENORAL (1599 Winthrop)					tablets	20	0.26	..	0.34	Babysafe	0.77	..	1.15	
caplets 0.5 g	100	..	..	d	BRONCHILATOR (1599 Winthrop)					Glenroyal tartan	0.77	..	1.15	
suspension 20% 300 ml				d	measured-dose nebuliser					Montrose tartan	0.77	..	1.15	
suspension 40% 300 ml	3.43				12.5 ml	0.78	..	..	1.17	Royal Scot tartan	0.77	..	1.15	
BENYLIN (938 PD)					BRONNLEY (194 Bronnley)					Trossack tartan	0.77	..	1.15	
expectorant	125 ml	1.86dz	0.56dz	0.28	Happy Hands	6408	..	..	0.33	Velveteen	0.83	..	1.25	
BENZAC (1335 Wigglesworth)					soap					Imperial				
tablets	15	0.97dz	0.29dz	0.14½†	country herbs					Ribbed				
	40	1.60dz	0.48dz	0.24	bottle		..	..	0.31	CAPRIN (1143 SPL)				
BENZOCAINE PHASAR (972 Pharmax)					crate (6)		..	..	1.86	tablets	100	0.34	..	0.51
lozenges	15	0.20			visitors (6)		..	..	0.66		500	1.64	..	2.46
	200	2.48			eggs	0107	..	..	0.30		1000	2.94	..	4.41
BEOGEX (972 Pharmax)					basket of 5	0103	..	..	1.90	CARBO-CORT (1460 Dome)				
suppositories adults	6	1.22dz	0.37dz	0.18	export de luxe	0112	..	..	0.25	cream	30 g	0.33	0.10	0.59
dp 60	0.78	..	..	1.04	hearts visitors	0700	..	..	0.11	pack of 50 g				
paediatric suppositories	6	0.97dz	0.29dz	0.15	BRUFEN (147 Boots)					CARBO-DOME (1460 Dome)				
dp 60	0.59	..	..	0.79	suspension	200 ml	0.70	..	1.05	cream	30 g	0.17	0.05	0.30
BIKINI (78 AS&Co)					BRUT (446 FI)					CARBOMUCIL (896 NL)				
suntan oil					essence de Brut	5648	4.59	2.065	9.50	100 g	0.30	0.09	0.54	
BISKS (1530 Fisons)					lotion	5444	0.72	0.325	1.50	CARE (532 Goya)				
bacon flakes	4 meal	2.49dz	..	0.27	snifter	5617	0.24	0.11	0.50	hand cream	0.113	0.05	0.22	
cheese and celery	4 meal	2.49dz	..	0.27	spray lotion	5655	0.72	0.325	1.50	CARNATION (339 CG)				
chicken flakes	4 meal	2.49dz	..	0.27		5445	1.21	0.545	2.50	bunions rings	thin	0.96dz	..	0.12
chocolate bars					toilet lotion	5440/43	1.21	0.545	2.50	thick	0.96dz	..	0.12	
fruit and nut, hazelnut,						5420/37	1.81	0.815	3.75	callous caps	0.94dz	0.282dz	0.14	
milk, orange wafer, plain	1.22dz	0.22dz	0.15			5410	3.02	1.36	6.25	corn caps	2.00	0.60	0.12	
chocolate biscuits					travel decanter	5423	1.57	0.705	3.25	paint	1.06dz	0.318dz	0.16	
milk and plain	1.08dz	0.19dz	0.13		BRYLCREEM (105 BTD)					rings	0.96	..	0.12	
chocolate creams	4 meal	2.49dz	..	0.27	hairdressing tub					CARNATION (1384 CFC)				
chocolate digestive	5 meal	2.90dz	0.52dz	0.35	standard	1.155dz	0.52dz	0.17		instant breakfast foods	(6)	3.15dz	..	0.33
coffee creams	4 meal	2.49dz	..	0.27	medium	1.63dz	0.73dz	0.24		CASCADE (818 M&B)				
cream crackers	4 meal	2.42dz	..	0.25	large	2.31dz	1.04dz	0.34		photographic wetting agent				
custard creams	4 meal	2.49dz	..	0.27	tube	1.225dz	0.555dz	0.18		25 ml	0.27	..	..	0.40½
digestive sweet meal 8 oz	2.67dz	..	..	0.27	BUTOMET (180 BEP)					500 ml	0.54	..	..	0.81
instant coffee	4 oz	8.93dz	..	0.99	tablets packs of 50 & 1000					CASUAL (1242 Toni)				
orange creams	4 meal	2.49dz	..	0.27	BUTOMET (1345 Woodward)					hair lightener	0.52			
peppermint creams	3 meal	2.90dz	0.52dz	0.35	tablets packs of 20 and 500					C.B.'s (1335 Wigglesworth)				
savoury beef	200's	1.33dz	..	0.15	cream	25 g	0.08	0.025	0.17	Colts foot bronchials	0.73dz	0.22dz	0.11	
sweeteners	500's	3.20dz	..	0.36	CALCIUM-SANDOZ (1098 Sandoz)						1.20dz	0.36dz	0.18	
Vienna wafer	1 meal	1.10dz	0.20dz	0.14	chocolate-flavoured	30	0.20	0.06	0.36	CEDILANID (1098 Sandoz)				
water biscuits	4 meal	2.90dz	0.52dz	0.35	tablets	500 ml	0.55	0.17	1.00	ampoules 2 ml	5	0.19	..	0.30
	4 oz	1.75dz	..	0.18	syrup	5 ml pack of 20				packs of 6 and 30				d
	4½ oz	1.92dz	..	0.20	ampoules 10% 10 ml pack of 20					CEREVON (218 Calmic)				
	7½ oz	2.57dz	..	0.26	5 ml pack of 10					tablets	100	0.19	0.055	0.34
	15 oz	4.52dz	..	0.47	vitamin C 10 ml pack of 20					CERMIFEX (243 Cernelle)				
sandwich biscuits				d	CALVERTS (331 C of C)					mineral tablets	100	3.36dz	1.01dz	0.48
BISMA-REX (848 Minnesota)					soap					CERNIDENT (243 Cernelle)				
tablets	50	1.68dz	0.50dz	0.24	medicated sulphur	0.53dz	0.16dz	0.08		75	2.64dz	..	..	0.32
	100	2.76dz	0.83dz	0.40	carbolic 20%	0.92dz	0.27dz	0.14		tablets	100	10.80dz	3.24dz	1.60
pack of 40 tablets				d	tooth powder	1 oz	0.72dz	0.21dz	0.09	CERNILTON (243 Cernelle)				
BOURJOIS (150 Bourjois)					75 g	1.04dz	0.31dz	0.13		large	..	2.58	0.41	0.07½
rouge rosette brun	117	0.88dz	0.395dz	0.15	polythene pack	2 oz	1.33dz	0.39dz	0.20	CHAPPIE (976 Petfoods)				
BOUTIQUE 77 (151 Boutique)					CAMEO (1073 Robinson)					(4 dz)	(4 dz)			
					tampons	10	2.957	..	0.16	CHARLES PERRY (960 Perry) existing entry				
					(2 dz)									
					40	5.266dz	..	..	0.57					

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ES PERRY (960 Perry)				CORTISPORIN (208 BW)				CYCLOMET (1345 Woodward)			
shave lotion	..	..	0.50	lotion 10 ml	..	..	..	tablets pack of 50			
etic lotion	..	..	0.50	COSMEA (412 Elida-Gibbs)				CYCLOSAN (818 M&B)			
umber astringent	..	..	0.50	intimate deodorant				4 oz	2.00dz	..	0.25
cleansing cream	..	..	0.50	small	2.06dz	0.925dz	0.30	8 oz	3.00dz	..	0.37½
limond)	..	..	0.50	large	3.005dz	1.35dz	0.45	1 lb	4.20dz	..	0.52½
imon)	..	..	0.50	COUNTESS (105 BTD)				DALIVIT (930 P&B)			
cream (oakmoss)	..	..	0.50	hair conditioning cream				syrup	1 l	1.00	..
y and avocado cream	..	..	0.50	30 g	1.225dz	0.555dz	0.18	2 l	..	..	..
y beauty balm	..	..	0.63	CRAVACHE (Piguet) (1020 QC)				DANISTOL (328 CCC)			
y & herbs shampoo	..	..	0.36	after shave	56 cc	..	..	capsules A (vet)	25	0.93	0.25
un elm foundation	..	..	0.63	112 cc	..	..	..	100	3.30	0.88	1.49
hallow skin tonic	..	..	0.50	eau de toilette	56 cc	..	..	injection (vet)	100 ml	0.93	0.25
oil conditioning rinse	..	..	0.39	112 cc	..	..	..	500 ml	3.30	0.88	5.28
ower tissue oil	..	..	0.63	220 cc	..	..	..	DEBS (1073 Robinson)			
nin hair tonic	..	..	0.50	440 cc	..	..	..	cotton wool balls			
nt germ beauty balm	..	..	0.63	atomiser	..	..	..	coloured	50	0.667dz	..
beauty mask	..	..	0.63	CROUPLINE (1068 Roberts)				DECORPA (896 NL)			
YATE (103 Beecham)				cough syrup	1.15dz	0.34dz	0.17	375 g	0.63	..	0.95
id flavours	1.57dz	0.285dz		CULLINGFORD (331 C of C)				DEE GEE (542 Griffin)			
S (702 KC)				bath gems				baby bottle heater	1.48	0.43	2.40
kerchiefs 3-ply	1.35	0.15		Belle	1.94dz	0.57dz	0.29	DELROSA (1190 SHP)			
(6 dz)	(6 dz)	(6 dz)		Berkley	4.68dz	1.37dz	0.70	small	1.63dz	..	0.17
RACTIL (1548 DDSA)				candle	3.08dz	0.90dz	0.46	medium	2.975dz	..	0.31
ts 25 mg	500		ts4B	Father Christmas	3.35dz	0.98dz	0.50	large	4.13dz	..	0.43
50 mg	500	2.20	ts4B	lantern	2.61dz	0.76dz	0.39	DELSEY (702 KC)			
100 mg	500	4.10	ts4B	minor	3.48dz	1.02dz	0.52	facial tissues	150	1.97	0.22
TY (261 Christy)				Savoy	1.37dz	0.40dz	0.20	(2 dz)	(2 dz)		
and body lotion				square	6.03dz	1.76dz	0.90	mansize	100	2.26	0.25
large size				Tassel	3.08dz	0.90dz	0.46	(2 dz)	(2 dz)		
line tube	small	0.735dz	0.33dz	Chinese	2.15dz	0.63dz	0.32	toilet tissue	twin roll	1.02	
large	1.10dz	0.495dz	0.18	Tetra	2.61dz	0.77dz	0.39	(1½ dz)			
MIMUM-SANDOZ (1098 Sandoz)				Waldorf	3.08dz	0.90dz	0.46	flat pack	twin	1.85	
ules	250	7.50	..	Chinese	2.61dz	0.77dz	0.39	(2 dz)			
RIN (218 Calmic)				Wand	3.35dz	0.98dz	0.50	DENTESIVE (843 ML)			
sol	15 g	0.61	0.185	Xmas tree	3.35dz	0.98dz	0.50	23½ g	1.28dz	..	0.16
n	100 g	1.50	0.45	soaps	buttermilk toilet	4.68	1.36	49 g	2.00dz	..	0.25
der	15 g	0.34	0.10	rectangular	loose	2.60	0.76	DENTO (331 C of C)			
50 g	0.85	0.255	1.53 TS	toilet	(1 gross)	1.48	0.06	liquid	2811	1.24dz	0.36dz
CO (264 Cindico)				bath	loose	5.08	1.48	medicated shampoo	2835	1.24dz	0.36dz
an	..	0.23	..	(1 gross)				soap	2810	0.78dz	0.23dz
acette	..	3.12	..	economy pack				DESERIL (1098 Sandoz)			
YL (938PD) entire entry				toilet oval (4)	3.74	1.09	0.12	tablets packs of 25 and 250			
OL (172 BMCL)				bath oval (2)	3.74	1.09	0.12	DEXTRAVERN 70 (1530 Fisons)			
ie rinse	60 cc	0.111	0.05	glycerine and				DIAMOX (746 Lederle)			
N' Easy	210 g	0.288	0.128	cucumber toilet	4.74	1.38	0.05	sodium parenteral	500 mg	1.33	..
airspray	454 g	0.484	0.218	standard pack	(6)	3.28	0.98	DICOTOX (818 M&B)			
KE'S (764 L&M)				toilet oval	(2 ½ dz)	(2 ½ dz)	0.18	8 oz	2.56dz	..	0.32
nd mixture	500 ml	3.30dz	0.99dz	bath oval	(3)	3.28	0.98	20 oz	4.56dz	..	0.57
454 ml size				specialities				qt	8.28dz	..	1.03
RASIL (1055 RM)				Bubbly Bunny bubble bath	1.80dz	0.53dz	0.27	gal	27.60dz	..	3.20
nsing lotion	3.23dz	0.97dz	0.44	butterfly bath fragrance	1.36dz	0.60dz	0.22	DIREMA (378 Dista)			
m skin tinted	2.575dz	0.77dz	0.35	Gayrobe charms	1.49dz	0.65dz	0.24	tablets 25 mg pack of 500			
mpoo	3.60dz	1.08dz	0.49	laven der belle	2.12dz	..	0.34	DISPASIC (503 G) entire entry			
e vanishing	2.575dz	0.77dz	0.35	Noddy bubble bath	2.82dz	0.83dz	0.42	DISPRIN (1037 Reckitt)			
rwash	100 cc			refill	1.58dz	0.46dz	0.24	tablets	50	1.82dz	0.497dz
UP (412 Elida-Gibbs)				toilet set	3.22dz	0.94dz	0.48	DISTAQUAINE-V (378 Dista)			
hpaste	standard	1.125dz	0.34dz	picture soaps	2.28dz	0.67dz	0.34	tablets 250 mg	500	..	..
large	1.625dz	0.49dz	0.22	Number One Cologne mist	3.42dz	1.48dz	0.55	DISTIVIT (378 Dista)			
OTOX (818 M&B)				perfumed belle	2.12dz	0.93dz	0.34	tablets 20 mcgm	100		
4 oz	2.80dz	..	0.24	CUSSENS (338 Cussens)				100 mcgm	500		
8 oz	3.44dz	..	0.43	Imperial Leather	0.935dz	0.415dz	0.15	DOLS (1608 S&W)			
1 qt	1.07	..	1.60	brilliantine solid	3.124dz	0.925dz	0.45	back protector adjustable	1	0.60	0.07
OL (818 M&B)				shaving bowl	1.736dz	0.514dz	0.25	outsized	1a	0.65	0.07
id to make	250 ml	0.20	..	refill	1.389dz	0.411dz	0.20	body belt	3a/b	1.20	0.13
1 l	0.45	..	0.67½	stick	0.903dz	0.268dz	0.13	outsized	3c	1.30	0.14
2½ l	0.85	..	1.27½	refill	0.944dz	0.28dz	0.12	chest protector adjustable	2	0.60	0.07
REX (1190 SHP)				soap	1.259dz	0.373dz	0.16	chest & back protector	2a	0.65	0.07
gh syrup	1.535dz	..	0.16	toilet	0.63dz	0.187dz	0.08	4	0.80	0.09	1.30
TOL (328 CCC)				refill	0.903dz	0.268dz	0.13	4a	0.90	0.10	1.47
l	20 oz	1.15	0.30	My Fair Lady				5	0.50	0.06	0.81
80 oz	3.72	0.99	5.94	talcum powder				footlets pr.	6	0.30	0.03
iglet doser	450 ml	0.86	..	standard	1.246dz	0.554dz	0.20	knee caps	7	0.50	0.06
AC (328 CCC)				large	2.492dz	1.107dz	0.40	outsized	7c	0.55	0.06
100 ml	1.91	..	2.55	Reflections talcum	0.935dz	0.415dz	0.15	lower back protector	8	0.60	0.07
NCHE (331 C of C)				CUTICURA (1491 Cuticura)				outsized	8a	0.65	0.07
spray	1.91dz	0.84dz	0.29	hand cream	50 g	1.24dz	0.543dz	rub cream	..	1.56dz	0.47dz
LAN (518 Glaxo)				100 g	1.86dz	0.815dz	0.30	shoulder cape	9	1.05	0.11
1 lb	3.36dz	..	0.35	medicated liquid	78 g	1.73dz	0.51dz	outsized	9a	1.15	0.12
UERORS (312 AC)				medicated shave foam	198 g	2.23dz	0.65dz	Spyncol	11	0.60	0.07
ets	18	0.17	0.051	ointment	25 g	1.06dz	0.31dz	Warmer-Wear	11a	0.65	0.07
UITA (331 C of C)				shaving stick	64 g	1.73dz	0.51dz	adaptable sections			
uer remover	57 cc	0.67dz	0.20dz	refill	1.53dz	0.45dz	0.22	13 x 14 in	12c	0.32	0.03
r, egg and lanolin,				soap	0.94dz	0.27dz	0.13½	9 x 28 in	12b	0.36	0.04
licated	465 cc	1.54dz	0.45dz	95 g	0.76dz	0.223dz	0.11	17 x 28 in	12a	0.60	0.07
AY 325 (971 PSMB)				128 g	1.07dz	0.31dz	0.15½	36 x 28 in	12	1.10	0.12
oules 20 ml	10	4.00	..	80 g	1.12dz	0.49dz	0.18	by the yard			
ACTASOAK (1553 Contactasol)				120 g	1.53dz	0.67dz	0.25	13 x 14 in	..	0.25	0.03
ation	10 cc	0.085	..	CUXSON GERRARD (339 CG)				9 x 28 in	..	0.30	0.03
(105 BTD)				dusting powder	1.05dz	0.315dz	0.15	18 x 28 in	..	0.55	0.06
iperspirant aerosol				CYCLAX (341 Cyclax)				36 x 28 in	..	1.00	0.11
standard	2.31dz	1.04dz	0.34	Australian moisture bronze				reviver	..	1.78dz	0.53dz
economy	2.92dz	1.315dz	0.43	easy-to-tan skin	95 g	..	..	DOME-ACNE (1460 Dome)			
roll-on	2.04dz	0.92dz	0.30	sun-sensitive skin	95 g	..	..	cream	30 g	0.20	0.06
refill	1.70dz	0.765dz	0.25	CYCLOMET (180 BEP)				lotion	50 ml	0.25	0.07
ERS (295 CM&R)								medicated cleanser	100 g	0.48	0.14
ontrola-Pac flykiller	..	..	0.85					DOME-CORT (1460 Dome)			
sh-aire Solid-Pac	..	..	0.32					cream	100 g	0.65	..
th-Pac	..	..	0.35								0.98 TS
A. worm drench	6 x 10 oz	6.30	..								
BAN (208 BW)											
BAN (295 CM&R)											
2 l	8.46	..	11.28								
1 gal	18.60	..	24.84								
TAR-QUIN (1460 Dome)											
am	15 g	0.33	0.10								

		Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p
DOROT (384 Dorot)					FIESTA (981 Picot)					GILLETTE (514 Gillette)				
medicated soap	75 g	0.80dz	0.24dz	0.12	spin-fl	10 cc	2.14dz	0.965dz	0.35	blades blue packet	(5)	1.36	0.40	0
DROXYCHROME (818 M&B)					perfume	miniature	3.00dz	1.35dz	0.49			(20 pkts)	(20 pkts)	0
	25 g	5.16dz	..	0.64½		⅓ oz	5.24dz	2.36dz	0.85	blue extra	(5)	1.70	0.50	0
DRUMMER (1068 Roberts)						¼ oz	9.24dz	4.16dz	1.50			(20 pkts)	(20 pkts)	0
dyes	..	1.00dz	..	0.12½		½ oz	16.56dz	7.45dz	2.70	platinum	(5)	3.55	1.04	0
DRUMMER (1368 Chiswick)						1 oz	30.72dz	13.825dz	5.00	packets or dispensers		(25 pkts)	(25 pkts)	0
air fresheners					FIX (1351 WLU)							7.09	2.08	0
minor		0.39dz	..	0.04½	hair conditioner		0.98dz	0.44dz	0.16			(50 pkts)	(50 pkts)	0
plastic holder		0.59dz	0.021dz	0.07½	vials normal and hard to hold		0.99	0.445	0.08 i	super silver	(5)	3.12	0.92	0
senior		0.615dz	..	0.07½			(2 dz)	(2 dz)				(25 pkts)	(25 pkts)	0
lavatory sanitiser		0.735dz	..	0.09	FLAMBEAU (446 FI) entire entry				d			6.24	1.83	0
pine disinfectant												(50 pkts)	(50 pkts)	0
	small	0.455dz	..	0.05	FLOR DE BLASON (317 CS)					razor				0
	med	0.715dz	..	0.08	toilet water	½ oz	0.18	0.10	0.40	3 piece		2.04dz	0.60dz	0
	large	1.02dz	..	0.11	lotion	4 oz			d	adjustable set		10.21dz	2.99dz	1
	gal	6.90dz	..	0.70	FLORET (1037 Reckitt)					slim twist set		5.11dz	1.50dz	0
DUO-GESTAN (1259 Unichem)					standard size		1.72dz	..	0.20					0
lozenges		0.93dz	0.28dz	0.14½	FONTAREL (472 Fontarel)					GLEN (331 C of C)				0
DURST (673 J of H)					creme riche	..	..	..	2.50	fly killer	14 oz	1.80dz	..	0
timer	..	..	..	6.30						GLINTEEL (1335 Wigglesworth)				0
DYGON (816 Mayborn)					FLYPEL (649 ICI)					lotion		0.90dz	0.27dz	0
colour and stain remover		0.88dz	..	0.12½	gel	30 g	1.37dz	0.41dz	0.20	pastilles		0.95dz	..	0
		1.80dz	..	0.25						shampoo		1.00dz	0.30dz	0
DYLON (816 Mayborn)					FORCEVAL (1367 Unigreg)					GLUCANAL (896 NL)				1
dyes multi-purpose		0.88dz	..	0.12½	protein				d		12	0.80	0.24	1
carpet		3.20dz	..	0.42½	FORCEVAL-PROTEIN (1367 Unigreg)					tablets	standard	1.59dz	0.45dz	0
cold water		0.88dz	..	0.12½	8 x 15 g	sachets	0.45	..	0.60		large	2.73dz	0.78dz	0
liquid		2.60dz	..	0.37½	FRACAS (Piguet) (1020 OC)					GLUCOPHAGE (1077 Rona)				0
wash'n dye		2.80dz	..	0.40	perfume	3.5 cc	..	..	1.70	tablets 500 mg	50			0
ELIZABETH ARDEN (60 Arden)						7 cc	..	..	4.02					0
Illusion foundation	..	..	..	0.95		14 cc	..	..	6.03	GLUMORIN (452 FBA)				0
rouge cream	..	..	..	0.85		28 cc	..	..	9.54	tablets 30 bu	100			0
ELLE (325 C-A)						56 cc	..	..	13.93	GLYCOLOGNE (1335 Wigglesworth)				0
sachet pack	6	0.81dz	0.36dz	0.12	atomiser		..	..	4.23	hand jelly		0.78dz	0.35dz	0
ELNETT (525 Golden)					eau de toilette	56 cc	..	..	1.89	GODDARDS (522 Goddard)				0
satin aerosol	130 g	3.54dz	1.60dz	0.56		110 cc	..	..	3.23	long term silver polish				0
	145 g			d		250 cc	..	..	5.04		2 oz	2.925	..	0.1
EMBAZIN (971 PSMB)						500 cc	..	..	8.19		(2 dz)	..	..	0.1
solution 10.32%	8 oz	..	..	0.62½	atomiser		..	..	4.23		4 oz	2.475dz	..	0.2
	35 oz	..	..	2.31	FRENCH ALMOND (1221 Windsor)						8 oz	4.39dz	..	0.4
	1 gal	..	..	10.00	bath oil	55 ml	4.49dz	1.96dz	0.79		..	1.35dz	..	0.1
premix 22.5%	2½ lb	..	..	3.75	bubble bath		4.99dz	1.45dz	0.79	plate powder	..			0
EMPIRIN (208 BW)					creme perfume		5.96dz	2.60dz	1.05	silver foam 0.15 size				0
compound	100			d	dusting powder		6.53dz	2.85dz	1.15					0
EMTRYL (971 PSMB)					hand cream		3.12dz	1.36dz	0.55	GOLDEN BABE (761 Lilia-White)				0
premix 22.5%	2½ lb	..	..	3.75	perfume purse size		4.83dz	2.11dz	0.85	Bouncer baby pants		0.93dz		0
ENTROQUIN (312 AC)					presentation	14 ml	9.09dz	3.97dz	1.60	cotton wool	standard	0.63dz		0
	20	0.095	0.0285	0.20 †DDI	mist spray		6.25dz	2.73dz	1.10		economy	1.73dz		0
	80	0.33	0.099	0.65 †DDI	skin perfume		4.83dz	2.11dz	0.85	disposable napkin	10	1.31dz	..	0.1
ENZYPAN (896 NL)					soap (2)	3½ oz	2.84dz	0.83dz	0.45		20	2.56dz	..	0.2
tablets	40	0.22	0.065	0.40	splash Cologne		9.09dz	3.97dz	1.60		48	6.06dz	..	0.6
	120	0.50	0.15	0.90	spray Cologne		5.11dz	2.23dz	0.90	Snuggi pants	..	1.92dz		0
E. P. (430 Eucryl)					talcum puffer		3.12dz	1.36dz	0.55	GOOD BOY (1396 ABL)				0
tablets	16	1.01dz	0.305dz	0.15 †	shaker		2.33dz	1.02dz	0.41	choc drops for dogs	1 oz	1.91	0.34	0.0
EPOMOL (1259 Unichem)					travel trio		5.68dz	2.48dz	1.00			(6 dz)	(6 dz)	0.0
cream	..	1.14dz	..	0.14	FRESH (193 Brobat)						5 oz	3.69	0.65	0.1
EQUANIL (1352 Wyeth)					disinfectant	1 gal	0.52	..	0.69		9½ oz	2.99	0.52	0.1
tablets 400 mg pack of 20				d		12 oz			d			(2 dz)	(2 dz)	0.1
ERASMIC (412 Elida-Gibbs)											26 oz	3.76dz	0.66dz	0.4
superfoam aerosol small	1.48dz	0.445dz	0.20		FRESH 'N DAINTY (506 Gerhardt)						3½ lb	2.63	0.46	0.9
EUCRYL (430 Eucryl)					body cool		2.52dz	1.135dz	0.38			(¼ dz)	(¼ dz)	0.1
denture powder plastic	1.00dz	0.30dz	0.15		foot cool		2.50dz	1.125dz	0.40	mini	8 oz	2.50	0.44	0.1
tooth powder	large	1.065dz	0.32dz	0.16	FROZOFLOR (365 Demuth)							(2 dz)	(2 dz)	0.1
smokers denture cleaner	1.24dz	0.37dz	0.18		(distributors 1377 R&A)					chocolate yeast tabs				0
tooth powder	1.13dz	0.34dz	0.16½		crystal fragrances		2.340dz	0.887dz	0.38		2 oz	1.68	..	0.1
EUTHYMOL (938 PD)					FUNGILIN (1176 Squibb)							(2 dz)	(2 dz)	0.2
toothpaste	1.00dz	0.30dz	0.15		in Orabase		0.40	..	0.60 TS	shampoo	5½ lb	2.08dz	..	0.2
	1.47dz	0.44dz	0.22		FYNNON (104 BP)					GORDON MOORE (1038 R&C)		1.78dz	0.52dz	0
EUVALEROL B (34 A&H)					spa bath liquid		2.19dz	0.66dz	0.29	GORDON MOORE (67 Ashe)				0
entire entry				d	GALA OF LONDON (876 MP)					GOULDS (1335 Wigglesworth)				0
EXAMOL (1335 Wigglesworth)					lipstick	1GM6	2.07dz	0.93dz	0.35	gripe mixture	4 oz	0.95dz	0.29dz	0.1
ointment	jar	1.10dz	0.33dz		nail polish	1GQ1	1.77dz	0.80dz	0.30	GOYA (532 Goya)				0
ointment	tin			d	lipstick 'locked in'				d	Cologne stick		0.170	0.075	0.3
EYECLEAR (1553 Contactasol)					nail colour					fragrance spray		0.268	0.12	0.5
eye drops	20 cc	0.20	0.06	0.36	Little Gem	1GA1				hand lotion		0.170	0.075	0.3
EYEDREW (690 Keldon)					frosted	1GA2				perfume	phial	0.170	0.075	0.3
					GALE'S (1449 R&CFD)					perfume Cologne		0.170	0.075	0.3
EYESOOTHE (1553 Contactasol)					honey set and clear ½ lb	1.40dz	..	..	0.14	talcum		0.154	0.07	0.3
eye lotion	120 cc	0.185	0.055	0.33	1 lb	2.30dz	..	..	0.23	Cedar Wood				0
	130 cc pack			d	GALLOWAYS (430 Eucryl)					anti-perspirant spray		0.232	0.105	0.4
FACE-UP (1113 S&B)					baby cough linctus		0.835dz	0.25dz	0.12	after shave lotion				0
salon facial	..	3.98dz	1.78dz	0.59	cough syrup		1.11dz	0.335dz	0.16		95 cc	0.206	0.095	0.4
FAMEL (690 Keldon)							1.71dz	0.515dz	0.24	Cologne	95 cc	0.232	0.105	0.4
inhaler		1.18dz	0.35dz	0.16			2.445dz	0.735dz	0.34	deodorant stick		0.180	0.08	0.3
inhalant capsules		1.40dz	0.41dz	0.19	lung syrup		0.95dz	0.285dz	0.13	foam shave		0.251	0.075	0.4
pastilles							1.405dz	0.42dz	0.20	hair cream	142 g	0.165	0.07	0.3
children's		1.07dz	0.31dz	0.14½	GARDENAL (971 PSMB)					hair spray		0.232	0.105	0.4
FAM-LAX (1068 Roberts)					powder				d	pre-electric shave				0
tablets	..	1.17dz	0.35dz	0.18	GESAL (1609 CG)						95 cc	0.206	0.095	0.4
FELIX (455 Felix)					lawn food	2½lb	..	..	0.45	shave cream brushless				0
FELIX (1396 ABL)						5lb	..	..	0.75		105 g	0.139	0.04	0.2
canned		2.68	0.47	d		10lb	..	..	1.40	lather		0.139	0.04	0.2
	(4 dz)	(4 dz)		i		20lb	..	..	2.60	shaving bowl		0.306	0.095	0.5
FEMERGIN (1098 Sandoz)						2½lb	..	..	0.50	refill		0.178	0.055	0.3
tablets pack of 50				d		5lb	..	..	0.90	talcum		0.154	0.07	0.3
FEMFRESH (325 C-A)						10lb	..	..	1.60	GROSSMITH (545 Grossmith)		0.232	0.105	0.4
antiperspirant roll-on	..	2.01dz	0.90dz	0.30		20lb	..	..	3.05	bath crystals	809			0
deodorant sachet (6)		0.88dz	0.40dz	0.13		Sequestrene sachets	150 cc	..	0.35	toilet soap, white rose and cucumber				0
FEMINAX (893 Nicholas)							1	..	0.12	206 display		0.75dz	0.22dz	0.1
tablets		1.82dz	0.505dz	0.26 †DDI			5	..	0.50					0
FENNINGS (1534 Fennings)							25	..	2.00					0
mixture														0
original stomachic	..	1.38dz	0.41dz	0.19½										0
FERRO-MANDETS (746 Lederle)														0
	100	4.00	..	6.00										0

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
NOR (547 GPC) entire entry				skin balance				INTRALIPID (930 P&B)			
NOR (547 GPC)				normalising gel			1.45	20% 100 ml	2.50		
n's bath time				skin life			2.20	125 ml			d
time Bubbles 72	1.68dz	0.50dz	0.25	eye pads			2.20				
asy Bus 69	1.08dz	0.48dz	0.18	HEXAPHEN (295 CM & R)				INTRAVAL (971 PSMB)			
urked 8	1.38dz	0.62dz	0.23	1 gal 4.32			5.76	ampoules 5% 0.25 g			
pty Dumpty				HILTONE (105 BTD)				twin pack 5 g			d
ubble bath 70	2.94dz	0.88dz	0.44	shaders 0.545dz	0.25dz		0.08	multidose 5 x 5 g	2.65		3.97½±sls4A
le treasure talc 71	1.44dz	0.65dz	0.24	HIPREX (1061 Riker)				ITALIAN MARBLE (1561 MD)			
ry Christmas soaps				tablets 100 2.00			3.00	(distributors 261 Christy)			
key the Monkey				HONEYPOT (1605 BPL)				bath cubes 2.63dz	1.18dz	0.43	
ubble bath 74	2.94dz	0.88dz	0.44	fly catcher				bath bliss			d
ecman/Guardsman soap								bath Cologne			d
ari Park soaps				HORLICKS (103 Beecham)				bath talcum			d
dy Squirrel				¼ lb 1.36dz				JACKSON'S (662 EJ)			
ubble bath 26	2.64dz	0.79dz	0.40	½ lb 2.28dz				glucose confectionery			
portsmans soap 68	1.80dz	0.54dz	0.27	1 lb 3.905dz				barley sugar drops			
ffic delights 60	1.20dz	0.54dz	0.20	3 lb 5.23				4 oz 0.79dz	0.14dz	0.11	
o by two				(½ dz)				10 1.04	0.18	0.10	
Noahs Ark soaps				5 lb 1.455				(1½ dz)			
62	2.16dz	0.65dz	0.33	10 lb 2.865				Devon butterscotch			
lly Whale bubble				tablets (rolls) 1.735				4 oz 0.79dz	0.14dz	0.11	
ath 73	1.92dz	0.58dz	0.29	(6 dz)				mixed fruit drops			
ung Miss Grosvenor				chocolate flavoured				4 oz 0.79dz	0.14dz	0.11	
66	4.50dz	1.56dz	0.70	6 oz 1.83dz				lozenges			
baths				12 oz 3.32dz				Duskies sachet	0.57	0.09	0.02½
uafoam/Golden Foam				5 lb 1.455				(3 dz)			
ecanter 95	4.32dz	1.32dz	0.65	HOWARDS (732 LI)				snow fruits ..	0.57	0.09	0.02½
delight 96	3.24dz	0.97dz	0.49	sorbitol powder - 500 g 0.33			0.43	(3 dz)			
h family 51	2.64dz	0.79dz	0.40	packs of 6 oz and 16 oz							
me foam 240 cc				HUSK (328 CCC)				pellets			
265 cc				injection 100 ml 1.86			2.48	Imps ..	0.51	0.15	0.02½
48	2.34dz	0.70dz	0.35	400 ml 4.13			5.50	(3 dz)			
102	3.00dz	0.90dz	0.45	HYDERGINE (1098 Sandoz)				JAYCON (1606 Jaycon)			
103	4.92dz	1.48dz	0.74	tablets sublingual pack of 30				sugar free soft drinks			
anters				HYDROCORTISYL (1087 Roussel)				lemonade and cola	0.61dz	0.11dz	0.08
continental plastic				cream/ointment				J CLOTH (672 Johnson)			
105	4.56dz	1.38dz	0.69	2½% 15 g				6 1.286dz	0.145dz	0.15½	
foam pearlized 50	3.24dz	0.97dz	0.49	eye drops 1% 3 ml				12 2.241dz	0.252dz	0.27	
plastic 53	4.32dz	1.32dz	0.65	ointment ½% 3 g				JERGENS (261 Christy)			
glass luxury 56	4.80dz	1.44dz	0.72	2½% 3 g				hand lotion 3 oz	1.30dz	0.59dz	0.21
round pearlized				skin solution ½% 20 ml				JEYES (671 Jeyes)			
375	4.56dz	1.38dz	0.69	HYTRAST (971 PSMB)				air freshener blocks (Whiz)			d
101	2.58dz	0.78dz	0.39	IBCOL (671 Jeyes)				fluid 284 ml	1.08dz	..	0.10½
uple pearlized 16	0.96dz	0.30dz	0.15	disinfectant 340 ml 1.11dz			0.11	570 ml 1.70dz	..	..	0.18
ainted 16a	1.20dz	0.36dz	0.18	570 ml 1.60dz			0.16	1.14 l 3.04dz	..	..	0.32
onomy 54	1.62dz	0.48dz	0.25	200 ml				1 gal 0.81	..	..	1.06
oral 17	1.26dz	0.38dz	0.19	extra 1 gal 0.84			1.01	5 gal 3.44	..	..	4.05
ree of a kind 52	3.66dz	1.10dz	0.55	5 gal 3.54			4.20	toilet flats			
time gifts				ILFORD (645 Ilford)				babysoft single	2.12	..	0.06
th oil delights 24	1.20dz	0.54dz	0.20	chemicals				(4 dz)	..	..	
th time box 83	1.92dz	0.72dz	0.30	Bromophen developer				double 2.02	..	..	0.11
g Ben fantasy 90	1.80dz	0.81dz	0.30	2½ l 0.40			0.60	(2 dz)	..	..	
inese lantern bath				80 oz				single 3.14	..	..	0.08
delights 92	2.40dz	1.08dz	0.39	Hypam fixer 1 l 0.65			0.97½	(4 dz)	..	..	
ton wool 130	3.96dz	1.78dz	0.65	80 oz				double 2.90	..	..	0.15
ystals ¼ lb bag 1	1.20dz	0.54dz	0.20	ID-2 developer				(2 dz)	..	..	
nglish country garden				80 oz and 1 gal				toilet fittings			
pomander 120	2.40dz	1.08dz	0.39	ID-11 developer 80 oz				plastic white	2.84dz	0.32dz	0.39
antasy 1½ lb bag 2	1.50dz	0.67dz	0.25	IF-23 fixer 5 l 0.75			1.12½	porcelain white	0.79	0.09	1.29
owl 131	4.32dz	1.94dz	0.70	1 gal				coloured			d
gold stoppered				Microphen developer				JEYPINE (671 Jeyes)			
ainted jar 13	3.00dz	1.35dz	0.49	13.5 l 1.10			1.65	disinfectant			
ainted dimple 59	1.20dz	0.54dz	0.20	3 gal				340 ml 1.11dz	..	..	0.11
ack 7	0.96dz	0.43dz	0.16	Perceptol 1 l				570 ml 1.60dz	..	..	0.16
recian urn bath				PQ universal developer				1 gal 0.84	..	..	1.01
crystals 150	2.76dz	1.24dz	0.45	5 l 1.43			2.14½	5 gal 3.54	..	..	4.20
est soaps				80 oz and 1 gal				200 ml			d
bowl 132	5.28dz	1.58dz	0.79	lamp, darkroom				JIF (1449 R&CFD)			
ire luxury 127	3.00dz	0.90dz	0.45	No 7 3.93			5.89½	lemons	0.71dz	..	0.07½
jar 84	3.96dz	1.19dz	0.60	No 8 3.93			5.89½	JOHNSONS (672 Johnson)			
two luxury 128	3.66dz	1.10dz	0.55	junior 3.65			5.47½	bandages w.o.w.B.P.C.			
ury heart soap				IN (48 AP)				1 in x 4 yd 0.271dz	..	..	0.03½a
on a rope 129	3.30dz	0.99dz	0.50	eau de parfum 48 cc 1.48	0.665		3.20	2 in x 4 yd 0.439dz	..	..	0.05
ot-pourri assorted box				94 cc 2.30	1.035		5.00	3 in x 4 yd 0.617dz	..	..	0.07
121	3.36dz	1.51dz	0.55	195 cc 3.70	1.665		8.00	4 in x 4 yd 0.79dz	..	..	0.09½
inbow bath time box				INDORM (1352 Wyeth)				bandages crepe B.P.C.			
9	1.80dz	0.81dz	0.30	capsules 100				2 in 1.597dz	..	..	0.17½
se soap trio 80	1.32dz	0.40dz	0.20	INHALEX (1335 Wigglesworth)				3 in 2.296dz	..	..	0.25
hite opal glass				capsules 12 1.04dz	0.31dz		0.15½	4 in 3.074dz	..	..	0.34
jar fantasy 93	5.16dz	2.32dz	0.84	ephedrine drops 4 dr 0.88dz	0.26dz		0.13	6 in 4.466dz	..	..	0.50
mas bath delights				aqueous solution 4 dr 0.82dz	0.25dz		0.12	cellulose wadding B.P.C.			
94	2.76dz	1.24dz	0.45	IN LOVE (1376 Hartnell)				16 oz 2.308dz	..	..	0.26
VIA (566 Hanovia)				(distributors 261 Christy)				cotton wool B.P.C.			
amps				bath cubes (6) HL 17	2.10dz	0.95dz	0.34	1 oz 0.598dz	..	..	0.06½
li .. 11.10		2.40		Cologne HL 48				4 oz 1.673dz	..	..	0.18½
escription 6A 29.50		6.39		eau de toilette				16 oz 5.569dz	..	..	0.62
7A 41.00		8.88		standard HL 10				cotton wool			
ahama .. 11.10		2.40		INNOXA (654 Innoxia)				hospital 4 oz	1.354dz	..	0.15
l (593 Heinz)				coloursheen			0.73	16 oz 4.302dz	..	..	0.48
ller foods				Free and Easy				20 yds 1.36dz	0.408dz		0.19
vegetable broth with				dry spray			0.62	dressing pack sterilised	1.185dz	..	0.13½
eak and kidney				INSULIN (1314 Weddel)				1 yd 0.903dz	..	..	0.10½
me creamed dessert				20 units 5 ml 0.08	..	..	0.10	3 yd 1.985dz	..	..	0.23
ith peaches				10 ml 0.14	..	..	0.19	6 yd 3.625dz	..	..	0.40
mon creamed dessert				5 ml 0.14	..	..	0.19	12 yd 7.069dz	..	..	0.77
ith pears can 7½ oz	1.163	..	0.06	10 ml 0.25	..	..	0.33	gauze and cotton tissue			
(2 dz)				10 ml 0.46	..	..	0.62	B.P.C.			
NA RUBINSTEIN (596 HR)				globin zinc				16 oz 6.60dz	..	..	0.70
re beauty tan				40 units 5 ml 0.14	..	..	0.19	Drug Tariff 16 oz	5.544dz	..	0.61
clear medicated				80 units 5 ml 0.28	..	..	0.38	incontinence pads 12	4.604dz	..	0.53½
ask				protaminé zinc				lint B.P.C.	1 oz	0.917dz	0.10½
ashing grains				40 units 5 ml 0.14	..	..	0.19	4 oz 2.936dz	..	..	0.32½
ly tan				10 ml 0.28	..	..	0.38	16 oz 10.584dz	..	..	1.17
lowmatic				80 units 5 ml 0.28	..	..	0.38	1 oz 0.96dz	..	..	0.11½
fill				10 ml 0.58	..	..	0.77	4 oz 3.106dz	..	..	0.34
				isophane				multiple pack dressing			
				40 units 10 ml 0.28	..	..	0.38	No.1 2.68dz	..	..	0.30
				80 units 10 ml 0.58	..	..	0.77	NO.2 5.468dz	..	..	0.60
								N.A.dressings	..	..	0.04

	Trade £.p	Tax £.p	Retail £.p
sterilised lint dressings			
small	0.412dz ..	..	0.06
medium	0.601dz ..	..	0.06
large	0.931dz ..	..	0.12
triangular bandage	1.36dz ..	..	0.15
JORDAN (1339 Wilkinson)			
toothbrush	adult 1.54dz ..	..	0.19
child	1.13dz ..	..	0.14
JULIAN JABLON (1548 JJ) entire entry			d
JUVENA (1487 Juvena)			
cream eye shadow	.. ..	..	1.20
Juvenance			
eye contour treatment			
14 cc	.. ..	..	2.40
eye beauty base 20 cc	.. ..	..	2.20
night moisturizer			
50 cc	.. ..	..	2.70
skin conditioner			
56 cc	.. ..	..	2.70
skin regenerator 28 cc	.. ..	..	3.20
56 cc	.. ..	..	4.65
throat cream- 30 cc	.. ..	..	2.60
throat firming lotion			
56 cc	.. ..	..	2.35
transparent cream mask			
56 cc	.. ..	..	3.10
KARODOR (328 CCC)			
wound dressings			
5 x 5 oz	1.50	0.40	2.40
KATKINS (967 Petfoods)			
handy	2.32	0.37	0.04½
(6 dz)			
KAY'S (1068 Roberts)			
linseed compound	.. 0.91dz	0.27dz	0.13½
..	1.88dz	0.56dz	0.27½
KENT (693 Kent)			
bath brushes	FW7 1.58	0.45	2.75
FW9	1.61	0.47	2.89
FW10	1.83	0.53	3.28
FWH2	4.61	1.34	8.25
FWH3	5.64	1.64	10.10
FWH4	4.61	1.34	8.25
FP6	0.70	0.20	1.25
FP7	1.74	0.51	3.12
FD3	1.38	0.40	2.47
FHD1	1.95	0.57	3.50
FW1 and FW2			d
complexion brushes			
BD1	0.61	0.18	1.10
BC2	0.73	0.21	1.30
BC3	0.73	0.21	1.30
C89	0.67	0.19	1.20
Bloom of Youth	BP1 0.75	0.22	1.35
ladies			
classic "oval" design			
cherrywood	LC4 2.61	0.76	4.68
LC12	2.17	0.63	3.89
satinwood	LS7 2.31	0.67	4.14
LHS9	3.41	0.99	6.11
LHS4	3.91	1.14	7.00
LHS5	4.89	1.42	8.75
LHB1	5.64	1.64	10.10
LHS10	5.64	1.64	10.10
LHS12	7.82	2.28	14.00
LHS21	14.18	4.13	25.40
pneumatic rubber type			
cherrywood	LC5 0.89	0.26	1.60
LC17	1.45	0.42	2.60
LC6	2.04	0.59	3.65
whalebone pattern			
"Radial" half round			
boxwood	LHS7 4.56	1.33	8.17
cherrywood	LC8 1.61	0.47	2.89
LC7	1.96	0.57	3.51
LC16	1.14	0.33	2.05
LC20	0.73	0.21	1.30
satinwood	LHS1 2.62	0.76	4.70
LHS15	4.02	1.17	7.20
LHS16	4.02	1.17	7.20
plastic	LP19 0.61	0.18	1.10
LP29	1.56	0.45	2.79
LP20	1.86	0.54	3.33
hairbrushes men's			
classic "oval" design			
cherrywood	MC3pr 2.84	0.83	5.09
ebony black	MHE2pr 8.93	2.60	16.00
MHE1pr	17.38	5.06	31.13
natural	MN11pr 3.83	1.11	6.86
MN9pr	6.08	1.77	10.89
MHN5pr	13.18	3.84	23.61
satinwood	MS1pr 1.66	0.48	2.97
MS11pr	3.33	0.97	5.97
MS2pr	4.87	1.42	8.73
MS4pr	4.87	1.42	8.73
MS6pr	5.47	1.59	9.80
MHS18pr	8.93	2.60	16.00
MHS12pr	16.22	4.72	29.05
MHS20pr	14.48	4.21	25.93
MHS21pr	28.97	8.43	51.89
MS26pr	3.40	0.99	6.09
nail brushes "Crown"			
NP11	0.26	0.08	0.47
NP14	0.42	0.12	0.75
Classic			
NHB0	1.28	0.37	2.30
NHB1	1.84	0.54	3.30
NHB2	2.82	0.68	4.15
NHB3	2.93	0.85	5.25
NHB4	3.77	1.10	6.75
NHB5	4.33	1.26	7.75

	Trade £.p	Tax £.p	Retail £.p
"Non-slip"	NP8 0.16	0.05	0.29
	NP21 0.12	0.03	0.21
"Lucky Pig"	NP12 0.12	0.03	0.21
"Lucky Duck"	NP15 0.12	0.03	0.21
wooden back			
	NHW1 1.34	0.39	2.40
	NB1 0.65	0.19	1.17
	NB5 2.09	0.61	3.75
	NB6 1.74	0.51	3.12
	N9 0.25	0.07	0.45
	ND6 0.23	0.07	0.42
	ND7 0.54	0.16	0.97
"Club" bristle			
	NP16 1.21	0.35	2.17
"Duration"	NP17 0.54	0.16	0.97
"Long Grip"	NP19 0.54	0.16	0.97
shaving 100% badger			
white handle	V4 2.68	0.78	4.80
V5	3.66	1.07	6.56
V6	4.26	1.24	7.63
V7	5.47	1.59	9.80
V8	6.08	1.77	10.89
V10	7.26	2.11	13.00
black handle	C23 2.43	0.71	4.36
C24	2.75	0.80	4.93
C19	1.45	0.42	2.60
C20	0.78	0.23	1.40
C21	1.67	0.49	3.00
Easy Grip	W20 0.78	0.23	1.40
W21	1.67	0.49	3.00
W23	2.43	0.71	4.36
W24	2.75	0.50	4.93
W25	3.04	0.88	5.44
"Thistle"			
100% badger	KS1 4.26	1.24	7.63
badger/bristle	KS2 3.41	0.99	6.11
"Travel"	KS12 1.23	0.36	2.20
	KS28 2.32	0.68	4.15
	KS29 0.61	0.18	1.10
	KS30 1.01	0.29	1.81
quick lather	KS20 0.38	0.11	0.68
tooth brushes			
"De Luxe"	3.84	..	0.48
"Classic"	2.40	..	0.30
"Wessler" machine			
made bristle	1.68dz ..	..	0.21
nylon	1.20dz ..	..	0.15
"Park Lane"	1.68dz ..	..	0.21
ex. hard	1.84dz ..	..	0.23
"Contour"	1.76dz ..	..	0.22
"Pedigree"	1.52dz ..	..	0.19
ex. hard	1.76dz ..	..	0.22
"Smokers"	1.92dz ..	..	0.24
"Stoutheart"	1.60dz ..	..	0.20
Super	3.20dz ..	..	0.40
"Harley Street"	1.52dz ..	..	0.19
ex. hard	1.76dz ..	..	0.22
"Shorthead" nylon	0.88dz ..	..	0.11
soft	0.96dz ..	..	0.12
"Longhead" nylon	0.88dz ..	..	0.11
"KBH2" badger	3.04dz ..	..	0.38
"Junior"	0.80dz ..	..	0.10
"Baby"	0.72dz ..	..	0.09
denture brushes			
"K45"	1.36dz ..	..	0.17
"Olympic" nylon			d
KETTS (1602 Ketts)			
tablets	2.00dz	0.73dz	0.30
KIKU (446 FI)			
after bath Cologne	1 oz 0.39	0.175	0.80
2 oz	0.61	0.275	1.25
bath powder	0530 0.67	0.30	1.50
0531	1.21	0.545	2.50
eau de parfum spray	0528 0.61	0.275	1.25
KILNET (818 M&B)			
weed killer	4 oz 2.24	..	0.28
8 oz	3.76dz	..	0.44
KIM (1396 ABL)			
hamster and gerbil food	1.31	0.23	0.10
(20 pkts)		(20 pkts)	
hamster nibble	0.87	0.15	0.06
(2 dz)		(2 dz)	
KINX (1073 Robinson)			
roll	3.33		
(1½ dz)			
KLEENEX (702 KC)			
towels	1.69	0.19	
(2 dz)		(2 dz)	
twin pack	2.53	0.28	
(1½ dz)		(1½ dz)	
Flair	2.64	0.30	0.22
(1½dz)		(1½dz)	
pretty patterns	2.53	0.28	
(1½ dz)		(1½ dz)	
holders	2.92	0.33	
(4 dz)		(4 dz)	
tissues Silk Soft			
boutique	1.96	0.22	0.12
(2 dz)		(2 dz)	
handy	72 3.24	0.36	0.06½
(6 dz)		(6 dz)	
regular	100 3.75	0.42	0.11½
(4 dz)		(4 dz)	
2.29		0.26	0.14
(2 dz)		(2 dz)	
pocket pack	1.89	0.21	0.02
(1 gross)		(1 gross)	

		Trade £.p	Tax £.p	
for men		1.35 (6 dz)	0.15 (6 dz)	
	100	2.59 (2 dz)	0.29 (2 dz)	
toilet tissues				
twin pack rolls		1.68 (1½ dz)		
KODAK (711 Kodak)				
Instamatic	28	1.76	0.79	3
KOPERTOXX (328 CCC)				
aerosol (vet)	172 g	0.63	0.17	1
	294 g	0.84	0.23	1
lotion	1 gal	3.72	0.99	5
small and large sizes				
KOTEX (702 KC)				
sanitary towels				
size 1	12	5.69 (4 dz)	..	0.
size 2	12	3.30 (2 dz)	..	0.
New Freedom				
panties		3.10dz	0.35dz	0.
towels		2.88 (2 dz)	..	0.
KWELLS (893 Nicholas)				
tablets		1.625dz	..	0.
LAEVOTONINE (218 Calmic)				
entire entry				
LABOPRIN (718 LAB)				
tablets	24	0.30	0.09	0.5
LANALEM (903 NPU)				
hair spray		2.14dz	0.965dz	0.3
hand lotion		0.75dz	0.34dz	0.1
LANCOME (726 Lancome)				
creme stimulant	36 T	..	..	1.9
	37 T	..	..	2.8
douceur demaquillante Nutrix				
tube 290	..	..	..	1.9
dispenser 290 T	..	..	..	2.9
LASTONET (733 Lastonet)				
aeronet				
knee caps	..	0.46pr	..	0.6
ankle supports	..	0.46pr	..	0.6
arch binder	..	0.16pr	..	0.24
bandage clips	3	0.45dz	..	0.06
	6	0.85dz	..	0.11
crepe bandage (Lastoyarn)				
2 in		1.44dz	..	0.18
2½ in		1.80dz	..	0.23
3 in		2.04dz	..	0.26
3½ in		2.40dz	..	0.30
4 in		2.76dz	..	0.35
5 in		3.36dz	..	0.42
6 in		4.08dz	..	0.51
elastic band trusses N.H.S.				
inguinal	single	1.70	..	2.55
	double	2.74	..	4.11
scrotal	single	1.85	..	2.78
	double	2.89	..	4.34
metatarsal pad	..	0.40pr	..	0.60
maternity tights elastic net		4.28	..	6.42
Lastolia	..	2.80	..	4.20
wrist supports	..	0.16pr	..	0.24
LAVANDA (317 CS)				
soap bath		3.60dz	1.08dz	0.58
toilet		2.08dz	0.625dz	0.33
LEDERMYCIN (746 Lederle)				
capsules 150 mg	20	0.88	..	1.32
	100	4.10	..	6.15
	1000	39.54	..	59.31
pack of 16				
300 mg	20	1.72	..	2.58
	100	8.18	..	12.27
	500	39.54	..	59.31
pack of 16				
drops	10 ml	0.30	..	0.45
syrup	100 ml	0.44	..	0.66
	500 ml	1.98	..	2.97
tablets	150 mg			
	20	0.88	..	1.32
	100	4.10	..	6.15
	500	19.76	..	29.64
	1000	39.54	..	59.31
pack of 16				
300 mg	20	1.43	..	2.14½
pack of 16				
LEDERSTATIN (746 Lederle)				
capsules 150 mg	16	0.78	..	1.17
	100	4.66	..	6.99
	500	22.46	..	33.69
LEMPAK (261 Christy)				
beauty mask				
	tube	1.535dz	0.69dz	0.25
cream		1.10dz	0.50dz	0.18
LE TRAIN BLEU (981 Picot)				
spin-flo	10 cc	2.14dz	0.965dz	0.35
perfume	miniature	3.00dz	1.35dz	0.49
	¾ oz	5.24dz	2.36dz	0.85
	½ oz	9.24dz	4.16dz	1.50
	¼ oz	16.56dz	7.45dz	2.70
	1 oz	30.72dz	13.825dz	5.00
LEXTRON (413 Lilly) entire entry				
LIFEGUARD (893 Nicholas)				
disinfectant	large	1.145dz	..	0.124

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
51 Lilia-White)				MAVALA (1361 Mavala)				MIRANDA (817 MPS)			
adjustable	1.05dz	0.12dz	0.13	cuticle cream	..	..	0.97	Sensomat RS f 1.8	..	..	89.95
standard 6	0.79dz	..	0.08	emery boards	..	..	0.06½	RE chrome f 1.8	..	..	99.95
12	1.50dz	..	0.15	hand cream	..	..	1.49	black f 1.8	..	..	116.95
								chrome f 1.4	..	..	119.95
OF THE VALLEY IN BLOOM (981 Picot)				MAWS (810 Maw)				Sensorex chrome f 1.8	..	..	129.95
toilette	..	2.14dz	0.965dz	Nursery products				chrome f 1.4	..	..	149.95
flo	..	3.00dz	1.35dz	pants triple pack	1.56dz	..	0.18	black f 1.8	..	..	146.95
e miniature	3.00dz	1.35dz	0.49	328.01/02/03/04	..	..	0.17	auto-EE f 1.8	..	..	169.95
½ oz	5.24dz	2.36dz	0.85	Tufty Tails				f 1.4	..	..	189.95
¾ oz	9.24dz	4.16dz	1.50	10	356.11	1.63dz	0.17				
1 oz	30.72dz	13.825dz	5.00	20	356.12	2.69dz	0.28				
				30	356.13	3.75dz	0.39				
				newborn	356.14	2.69dz	0.28				
S (761 Lilia-White)				MAX FACTOR (813 MF)							
10	1.26dz	..	0.13	California							
20	2.29dz	..	0.24	nail creme	0.166	0.071	0.32				
10	1.32dz	..	0.14	Swedish hypo-allergenic							
20	2.49dz	..	0.26	cleansing grains	0.571	0.244	1.10				
10	1.44dz	..	0.15	lotion	0.508	0.217	0.98				
20	2.67dz	..	0.28	facial masque	0.571	0.244	1.10				
				moisture lotion	0.508	0.217	0.98				
8 Cow)				nourishing cream	0.571	0.244	1.10				
503 Li-Lo)				skin toner	0.508	0.217	0.98				
(137 Blakoe)				for men							
(1345 Woodward)				pre-electric shave	0.285	0.122	0.55				
ERINE (896 NL)				nail frosts							
atic 20 x 1 kg	17.00			MAYBELLINE (1377 R&A)							
93 Nicholas)											
ief sachets 5	1.69dz	0.47dz	0.22	MAYBELLINE (1333 WL)							
IX (1530 Fisons)				all eyes kit	7.88dz	3.37dz	1.25				
entry				MAZDA (903 NPU)							
IX 40 (1530 Fisons)				magicube	0.205	..	0.29				
line 540 ml	2.00	..	3.00								
lt free 540 ml	2.00	..	3.00	McKINTOL (1335 Wigglesworth)							
IX 70 (1530 Fisons)				dandruff lotion 110 ml	1.40dz	0.63dz	0.23				
ne 540 ml	1.075	..	1.61	dandruff lotion 4 oz							
free 540 ml	1.075	..	1.61	MEDOMET (1548 DDSA)							
free 540 ml	1.475	..	2.21	tablets 250	3.90		†s4B				
LS (1020 QC)				MEDRICOL (1505 MDCL)							
ne stick	0.44	0.20	0.92	cough treatment							
pw pencils	0.18	0.08	0.36	adult 100 ml	2.04dz	0.61dz	0.30				
ke-up remover	0.44	0.20	0.92	200 ml	3.06dz	0.92dz	0.45				
s	0.23	0.105	0.47	junior 100 ml	1.68dz	0.50dz	0.25				
mascara	0.36	0.16	0.75	pastilles	1.38dz	0.41dz	0.20				
matic mascara	0.44	0.20	0.92	MENE (1073 Robinson)							
refill	0.33	0.15	0.69	sanitary towels size 0	5.914	..	0.16				
er	0.36	0.16	0.75	size 1	(4 dz)	..	0.17				
adow powder	0.59	0.265	1.23	(4 dz)	6.283	..	0.17				
pacts				size 2	7.392	..	0.20				
adow powder	0.36	0.16	0.75	(4 dz)	7.392	..	0.20				
pact single				size 3	7.069	..	0.25½				
adow cream	0.41	0.185	0.84	(3 dz)	6.098	..	0.33				
s	0.47	0.21	0.97	(2 dz)							
adow stick				MENNEN (1506 Mennen)							
case				shampoo P21							
NE (261 Christy)				enitre entry							
Cologne 105 cc	2.94dz	1.32dz	0.48	Mepacrine Hydrochloride (649 ICI)							
210 cc	4.68dz	2.11dz	0.76	tablets 0.1 g	100	0.27	0.40				
NE (649 ICI)				1000	1.64	..	2.45				
g powder 100 g	1.49dz	..	0.18	MERTHIOLATE (413 Lilly)							
otion 50 ml	1.20dz	0.36dz	0.18	tincture 450 ml							
oo 30 g	1.20dz	0.36dz	0.18	MESONTAIN (1098 Sandoz)							
903 NPU)				tablets pack of 1000							
ray 142 g	1.08dz	0.485dz	0.17	METHERGIN (1098 Sandoz)							
ream 255 cc	1.17dz	0.53dz	0.19	ampoules 1 ml	100						
lish remover	1.17dz	0.525dz	0.19½	tablets pack of 25							
Cologne 258 cc	1.315dz	0.59dz	0.21½	MICK (967 Petfoods)							
DE (103 Beecham)				handy	1.03	0.16	0.08				
small	1.38*	0.185		(1½ dz)	(1½ dz)	(1½ dz)	0.15				
large	1.865dz*	0.285dz		large	1.29dz	0.20dz	0.48				
* Includes	0.30dz bottle deposit			carry home pack	1.38	0.22					
NZIES (312 AC)					(½ dz)	(½ dz)					
ng salts	1.14dz	0.34dz	0.15½	MILDAN (818 M&B)							
flat				garden fungicide 4 oz	2.40dz	..	0.30				
17 CS)				8 oz	3.70dz	..	0.47				
es	0.47	0.21	0.90	MILK OF MAGNESIA (1190 SHP)							
18 M&B)				small	1.25dz	0.335dz	0.16				
ultural products				peppermint flavoured							
deaux mixture				small	1.25dz	0.335dz	0.16				
o make 2½ gal	2.40dz	..	0.30	MILPAR (1190 SHP)							
5 gal	4.00dz	..	0.50	small	1.29dz	0.35dz	0.16½				
ug killer 8 oz	1.00dz	..	0.12½	medium	2.27dz	0.615dz	0.29				
1.80dz	..	..	0.22½	MILTON (1055 RM)							
orm killer 36 g	3.20dz	..	0.40	denture powder both sizes							
72 g	5.20dz	..	0.65	MILTON (890 Newton)							
1 PSMB)				(distributors 1556 Farillon)							
blue V 2.5%				denture powder							
boules 2 ml 5	0.80	..	1.20	medium	1.17dz	0.35dz	0.16				
OF MAYFAIR (545 Grossmith)				large	1.76dz	0.53dz	0.24				
ubes (6)	2.49	1.09	0.11	MILTON-AID (1055 RM)							
(4 dz)	(4 dz)			MILTON-AID (890 Newton)							
OLD (774 LR)				(distributors 1556 Farillon)							
gloves				cream, tube 1½ oz	1.53dz	..	0.17				
c	1.67dz	0.17dz	0.21	MIMOSPRAY (75 Avlex)							
egrip	2.00dz	0.21dz	0.26	(distributors 649 ICI)							
ky	2.86dz	0.30dz	0.38	aerosol							
C (1091 Rybar)				unperfumed 50 g	1.73dz	0.52dz	0.25				
r	0.70	..	1.00	travel pack 50 g	1.59dz	0.72dz	0.25				
QUANT (876 MP)				MINERS (876 MP)							
shampoo	3.95dz	1.185dz	0.60	eye gel 3GG1	1.53dz	0.69dz	0.25				
adow brush	2.77dz	0.83dz	0.42	MINIMA (243 Cernelle)							
adow	3.54dz	1.645dz	0.60	slimming tablets 150	4.30dz	1.29dz	0.70				
ick				400	8.40dz	2.52dz	1.35				
(893 Nicholas)				MINOLTA (667 JCL)							
iquid	1.76dz	0.49dz	0.22	camera 35 mm							
owder				Hi-Matic 5	..	..	44.95				
DORM (809 M&W)				Hi-Matic E	..	..	79.95				
ODORM (1345 Woodward)				Hi-Matic F	..	..	59.95				

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
N. P. U. (903 NPU)				after shave skin conditioner				instant non-fat milk			
nail brushes				3750	4.05dz	1.78dz	0.67		7 oz	1.76dz	
standard	1.02dz	0.31dz	0.15½						12 oz	2.69dz	
vacuum Nu-flask	8 oz	3.28dz	0.36dz	3741	4.20dz	1.84dz	0.70		8 oz	2.225dz	
plastic	16 oz	3.80dz	0.43dz	3742	2.71dz	1.19dz	0.45		16 oz	3.78dz	
refills	8 oz	2.40dz	0.26½	3573	3.01dz	1.32dz	0.50		small	0.625dz	
	16 oz	2.625dz	0.29	3510			d		large	1.18dz	
	26 oz	4.15dz	0.46	3722	3.99dz	1.75dz	0.66		OXATETS (311 C)		
	36 oz	4.15dz	0.46	3720	5.57dz	2.44dz	0.92		tablets packs of 100 and 1000		
cups	8 oz	0.49dz	0.05½dz	3522			d	PADDI (1073 Robinson)			
	16 oz	0.595dz	0.07dz	3520			d	pads	10	3.641	0.1
inner	26/36 oz	0.42dz	0.05dz	3876			d	(3 dz)	..	..	
outer	26/36 oz	0.70dz	0.08dz					30	3.348dz	..	0.3
stoppers	8/16/26 oz	0.675dz	0.07½					..	3.744	..	0.1
	36 oz	0.79dz	0.09					(3 dz)	..	..	
NU-FRESH (903 NPU)				hairdressing aerosol				roll			
aerosol air freshener				3672	2.77dz	1.22dz	0.46		(3 dz)	..	0.1
fly killer	14 oz	1.76dz	0.21	3938	2.42dz	1.06dz	0.40	cotton wool balls			
vaporising fly killer				3941	3.75dz	1.65dz	0.62	coloured			
size 1	2.96dz	0.37		3611	4.05dz	1.78dz	0.67	PAGAN (981 Picot)			
size 2	6.00dz	0.75		3640	4.05dz	1.78dz	0.67	eau de toilette	42 cc	4.92dz	0.8
NU-GUARD (903 NPU)				3950	4.05dz	1.18dz	0.62	84 cc	8.64dz	3.89dz	1.4
anti-freeze	1 pt	3.02	0.18	3709	3.92dz	1.15dz	0.60	spin-flo	10 cc	2.14dz	0.3
	(2 dz)			3969			d	spray mist	28 g	5.24dz	0.8
	1 qt	2.85dz	0.34	3890	3.03dz	0.89dz	0.47	perfume	miniature	3.00dz	0.4
NUJOL (255 Chembro)				3891	1.95dz	0.57dz	0.30	¾ oz	5.24dz	2.36dz	0.8
			d	shaving cream				½ oz	9.24dz	4.16dz	1.5
				brushless	3832	1.63dz	0.48dz	0.25	½ oz	16.56dz	7.45dz
NUJOL (1333 WL)				3830	2.91dz	0.85dz	0.45		1 oz	30.72dz	13.825dz
small	1.54dz	0.44dz	0.22	3822	1.63dz	0.48dz	0.25	PAL (967 Petfoods)			
	2.69dz	0.77dz	0.38½	3820	2.91dz	0.85dz	0.45	large	2.25	0.36	0.1
NU-LOOK (903 NPU)				3994			d	(2 dz)	(2 dz)		
sunglasses				3700	5.16dz	1.96dz	0.83	(4 dz)	(4 dz)		0.12
N1 black, sherry	1.36	0.26		3701	2.91dz	0.85dz	0.45	PALMOLIVE (280 CP)			
dark shell	1.41	0.235		3690	3.02dz	0.88dz	0.46	shampoo	herb	2.30	0.69
N2 black, sherry	1.05	0.175		3591			d	(1½ dz)	(1½ dz)		0.22
dark shell	1.11	0.185		3792	1.77dz	0.52dz	0.26	PAN (1604 IPL)			
N3 black, sherry				3583			d	shampoo	3 oz	2.68dz	0.4
cool white	1.05	0.175		after shave lotion				6 oz	4.44dz	1.33dz	0.6
dark shell	1.11	0.185		3114	4.34dz	1.90dz	0.72	PANALEVE (1335 Wigglesworth)			
light shell	1.11	0.185		3110	6.15dz	2.70dz	1.02	elixir	56 ml	1.43dz	0.18
N4 black, cool white				3119	4.64dz	2.04dz	0.77	tablets	25	0.97dz	0.12
crystal, mauve shadow				4101			d	50	1.70dz	0.27	
sherry	1.05	0.175		3124	5.20dz	2.28dz	0.86	100	2.75dz	0.37	
dark shell	1.11	0.185		3120	7.76dz	3.40dz	1.28	Pancreatin (1335 Wigglesworth)			
N5 black, sherry				deodorant aerosol				granules	226 g	23.00dz	2.88
cool white, crystal	1.05	0.175		3151	3.06dz	1.34dz	0.51	PANETS (690 Keldon)			
dark shell	1.11	0.185		3148	3.94dz	1.73dz	0.65	baby syrup		2.02dz	0.22
N6 black, sherry				hairdressing aerosol				PANTENE (261 Christy)			
cool white, crystal,				4172	3.75dz	1.65dz	0.62	oily and non oily	2.65dz	1.19dz	0.43
mauve shadow	1.05	0.175		3139	3.13dz	1.37dz	0.52	hair vitaliser	1.53dz	0.69dz	0.25
dark shell	1.11	0.185		3154	3.73dz	1.09dz	0.57	PARABAL (1143 SPL)			
flip-clip	0.78	0.130		3141	3.75dz	1.65dz	0.62	tablets	100	0.58	0.87
N7 gold framed				3140	5.57dz	2.44dz	0.92	750 ml	0.79dz	0.08	
N8 rimless	1.38	0.230		OLIVE (1315 HW)				1 gal	0.335	0.39	
with rim	1.44	0.240		nail pliers	69001	5.20dz	0.65	PARISILON (1061 Riker)			
N9 black, sherry	1.05	0.175		OMNIPED (656 IFA)				tablets 2.5 mg	100	1.08	
dark shell	1.11	0.185		foot cushions	pair	8.16dz	0.98	7.5 mg	100	2.48	
N11 black, mauve shadow				renewal bands		1.85dz	0.22	tablets 2.5 mg and 7.5 mg			
dark shell	1.05	0.175		health sandals				packs of 30 and 300			
silver	1.11	0.185		Capri	pair	2.44	0.27	PEDIGREE CHUM (967 Petfoods)			
N12 black, metal sides	1.44	0.240		Grace	pair	3.00	0.34	large	4.63	0.73	0.13
N13 nickel	1.48	0.246		Sorrento	pair	2.44	0.27	(4 dz)	(4 dz)		
N14 silver satin	1.50	0.250		health sandals				PEDRIAN (1335 Wigglesworth)			
N15 gold	1.48	0.246						foot salve	0.99dz	0.30dz	0.15
N16 heliodor, metal sides				OMY (331 C of C)				PEKSOL (328 CCC)			
dark shell, metal sides	1.32	0.220		bath essence				soluble vitamins (vet)	20 oz	3.45	4.60
	1.38	0.230		bijou	1.92dz	0.84dz	0.31	PENITRIAD (971 PSMB) entire entry			
N17 smoke, black	1.32	0.220		large	16.20dz	7.11dz	2.62	Pentamidine isethionate (971 PSMB)			
silver	1.38	0.230		sachet boules	2.19dz	0.99dz	0.36	ampoules 200 mg	10	0.60	0.90
N18 dark shell/gold				OPAS (1335 Wigglesworth)				Pentobarbitone sodium (971 PSMB)			
silver/chrome	1.38	0.230		powder	2 oz	0.58dz	0.08½	capsules 100 mg	500	2.32	3.48
heliodor/chrome	1.32	0.220		4 oz	0.99dz	0.30dz	0.15	PERALVEX (896 NL)			
N19 heliodor, smoke	1.38	0.230		8 oz	1.57dz	0.47dz	0.23½	solution	16 ml	0.30	0.09
silver	1.44	0.240		33	0.72dz	0.22dz	0.11	PERIHEMIN (746 Lederle)			
N20 heliodor, black	1.14	0.190		66	1.19dz	0.36dz	0.18	capsules	100	1.56	2.34
dark shell	1.20	0.200		99	1.72dz	0.52dz	0.26	PEROIDIN (809 M&W)			
N21 black/gold				roll	(12)	1.19	0.06	50 mg	dp 1000	2.70	3.94
crystal/silver	1.41	0.235			(3 dz)	(3 dz)		PERSONALITY (1377 R & A)			
N22 gold framed				OPTREX (690 Keldon)				soap			
rimless	1.38	0.230		eye baths				petals			
N25 gold	1.50	0.250		0.43dz	0.05dz	0.07		PHAZYME (1178 Stafford)			
N26 nickel	1.50	0.250		ORABASE (1176 Squibb)				tablets	100	9.90dz	1.34
N27 nickel flip-clip	1.05	0.175		paste	15 g	0.17	0.05	PHENERGAN (971 PSMB)			
B1 black	0.60	0.100		80 g	0.55	0.165	0.83	cream 2%	25 g	0.14	0.21
B2 black, sherry	0.60	0.100		ORAHESIVE (1176 Squibb)				500 g	1.20	1.80	
NU-MIST (903 NPU)				powder	15 g	0.27	0.08	PHENOMET (180 BEP)			
deodorant aerosol	1.755dz	0.79dz	0.28½	ORASTREP (378 Dista)				PHENOMET (1345 Woodward)			
NU-SOFT (903 NPU)				tablets	500		d	PHILIPS (977 PE)			
Hanx	100	2.18	0.245	ORBITOL (818 M&B)				toothbrush			
	(2 dz)	(2 dz)	0.12½	250 ml	2.40dz		0.30	rechargeable HP 5202	6.242	1.628	9.95
NUWEIGH (902 NPU)				4½ l	1.25		1.87½	PHOSPHOLINE IODIDE (1370 Ayerst)			
bathroom scales				22½ l	5.65		8.47½	vial 1.5 mg	0.79	..	1.19
standard	1.12	0.125	1.80	ORTHO-NOVIN 1/50 (922 Ortho)				PHYTODERMINE (971 PSMB)			
de luxe	1.65	0.185	2.65	tablets				cream	tube	0.13	0.04
OLD SPICE (1131 Shulton)				unipak	21	0.23	0.35	powder puffer	bottle	0.13	0.04
after shave lotion	3712	3.35dz	1.47dz	0.56	OVALTINE (1303 Wander)			PINO SILVESTRE (881 Natura)			
	3710	4.97dz	2.18dz	0.82	4 oz	1.17dz		Cologne	400 cc	2.40	1.08
presentation	3711	8.37dz	3.67dz	1.38	8 oz	2.15dz		deodal spray	130 g	0.48	0.215
travel pack	3719	3.75dz	1.65dz	0.62	16 oz	3.69dz					
talcum	3734			d	24 oz	4.69dz					
after shave lotion lime				baby rusks	8 oz	0.97dz					
	3502	3.35dz	1.47dz	chocolate time extra							
	3500			8 oz	2.15dz						
travel pack	3503			16 oz	3.69dz						
				chuckles	8 oz	0.97dz					

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
6 ABL) t and guinea food	2.31 (2 1/4 dz) 2.21 (1 1/4 dz) 1.79 (1/2 dz)	0.41 (2 1/4 dz) 0.39 (1 1/4 dz) 0.31 (1/2 dz)	0.12 1/2 0.21 0.42	QUINASP (1556 Farillon) capsules 12	1.67dz	0.50dz	0.25 †	lenses			
				QUINOLOR (1176 Squibb) ointment 30 g	0.10	..	0.15	50 mm	9.69		
				QUOSH (103 Beecham) orange, lemon, lime, lemon/lime, orange/ pineapple, grapefruit/ pineapple, lemon barley, raspberry, tropical fruit	1.47dz	0.265dz		85 mm	7.37		
3 Beecham) n juice	1.85dz* 2.92dz*	0.28dz 0.475dz						90 mm	25.20		
								150 mm	24.24		
								70-120 mm	23.07		
								ROLLEIFLEX (637 Hunter) cameras			
								SL 26	127.96		
								SL 35	199.70		
								RONSON (1079 Ronson) automatic toothbrush			
								standard pack			
								TB 711 3.49	0.94	5.76	
								travel pack TB 715	2.88	0.82	4.79
								rechargeable TB 716	5.94	1.46	9.64
								electric razors			
								model RS 45	6.27	1.88	10.53
								RS 55	6.84	2.05	11.49
								battery RS 35	4.86	1.46	8.17
								hairdryers			
								Rapide RA 20	3.12	0.94	5.24
								ROSEDALE (451 F&J)			
								herbal bath	2.07dz	0.62dz	0.29
								pine bath	2.07dz	0.62dz	0.29
								shampoo 110 cc	1.00dz	0.30dz	0.14
								ROTO (331 C of C)			
								wrapped block	0.50dz	..	0.07
								ROTOCUBES (331 C of C)			
								0.78dz	..	0.10	
								ROTOFRESH (331 C of C)			
								complete	1.48dz	0.05dz	0.19
								ROTOPAN (331 C of C)			
								toilet fitting	0.78dz	..	0.10
								ROTOSAN (331 C of C)			
								channel block (3)	0.92dz	..	0.12
								discs	0.72dz	..	0.09
								juniors	1.31dz	0.07dz	0.16
								superfume crystals	1.36dz	..	0.17
								RUTHMOL (180 BEP)			
								RUTHMOL (1345 Woodward)			
								50 g 0.10	..	0.15	
								200 g 0.30	..	0.45	
								400 g 0.50	..	0.75	
								R. V. T. (1335 Wigglesworth)			
								tonic elixir 230 ml	1.63dz	0.49dz	0.24 1/2 †
								8 oz size			
								RYBAR (1091 Rybar)			
								inhaler	10.20dz	..	1.27
								with mask	10.20dz	..	1.68
								special	10.20dz	..	1.18
								SACSOL (1335 Wigglesworth)			
								tablets 200	0.97dz	..	0.12
								ST. FRANCIS (1335 Wigglesworth)			
								cat and dog products			
								antiseptic ear drops	1.32dz	0.40dz	0.20
								antiseptic ointment	0.99dz	..	0.12 1/2
								Brush-off aerosol	2.42dz	..	0.30
								diarrhoea tablets	0.99dz	0.30dz	0.15
								indigestion tablets	0.99dz	0.30dz	0.15
								laxative tablets	0.99dz	0.30dz	0.15
								liquid shampoo	1.10dz	0.33dz	0.16 1/2
								pain relief tablets	0.99dz	..	0.12 1/2
								roundworm tablets	0.99dz	..	0.12 1/2
								sedative tablets	0.99dz	0.30dz	0.15
								tapeworm tablets			
								(cats and puppies)	1.10dz	0.33dz	0.16 1/2
								(dogs)	1.65dz	..	0.20 1/2
								tonic/condition tablets			
								(cats or dogs)	1.10dz	0.33dz	0.16 1/2
								SALAZOPYRIN (1497 PGBL)			
								(distributors 1556 Farillon)			
								suppositories 10	1.01	..	1.52 †s4B
								SANELLA (903 NPU)			
								sanitary towels			
								No.0	5.76	..	0.15
								(4 dz)	..	0.16	
								No.1	6.15	..	0.16
								(4 dz)	..	0.18	
								No.2	6.94	..	0.18
								(4 dz)	..	0.14 1/2	
								soluble	5.60	..	0.14 1/2
								(4 dz)	..	..	
								san-belts			
								side-fastening			
								SANILAV (671 Jeyes)			
								425 g	1.00dz	..	0.10
								738 g	1.66dz	..	0.16
								SANOGLY (1119 ST)			
								fluoride medicinal			
								toothpaste	1.26dz	0.38dz	0.17 †
								SANOID (339 CG)			
								baby cream			
								dusting powder			
								SAOUADIL (971 PSMB)			
								8 oz	..	..	0.65
								35 oz	..	..	2.40
								1 gal	..	..	6.75
								SCHOLL'S (1108 SMC)			
								foot deodorant	2.78dz	0.834dz	0.41
								anti-perspirant	2.78dz	0.834dz	0.41
								foot spray	2.78dz	0.834dz	0.41
								handbag	1.59dz	0.477dz	0.24
								SCORVITE (1335 Wigglesworth)			
								tablets 14	1.45dz	..	0.18 1/2
								SCRUBBS (671 Jeyes)			
								ammonia 540 ml	1.30dz	..	0.13 †

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
SECTO (333 Cupal)				STROBOMATIC (637 Hunter)				THE BLUE TRAIN (981 Picot) entire entry			
aerosols				flashguns electronic				THEREX (1055 RM)			
biting insect repellent	..	..	0.33	computer	E19BC	..	22.88	THEREX (890 Newton)			
green fly and	..	..		E19C	..	..	29.85	(distributors 1556 Farillon)			
aphid spray	..	..	0.29	E22C	..	..	38.39	14	1.54dz	0.465dz	0.21
plastic puffer	..	..	0.15	E27C	..	..	46.14	THERMOGENE (1073 Robinson)			
insecticide powder	..	..		E34C	..	..	96.16	wool	small	1.32dz	0.395dz
Vap fly killer	..	..	0.23					large	2.25dz	0.675dz	
giant size	..	..	0.48	SUEDE (981 Picot)				THIODET (818 M&B)			
super size	..	..	0.26	spin-flo	10 cc	2.14dz	0.965dz	test kit		0.70	1.05
superfast fly killer	..	..		perfume	miniature	3.62dz	1.63dz	THYLIN (1143 SPL)			
mothproof	..	..	0.26	1/8 oz	6.44dz	2.90dz	1.05	tablets 250 m	100	2.34	3.51
liquid ant and wasp	..	..		1/2 oz	11.28dz	5.075dz	1.85	500	11.16	..	16.74
ant killer	..	..	0.15	1 oz	19.68dz	8.855dz	3.20	THYRODEX (1556 Farillon) entire entry			
killer	..	..	0.26				5.65	TIGRESS (328 CCC)			
Sectovap 300 cc	..	..	0.17	SULEO (671 Jeyes)				teat and udder	1 lb	0.50	0.79
minispace	..	..	0.35	emulsion	80 ml	1.07dz	0.32dz	dressing	4 lb	1.74	2.77
16 oz	..	..	0.23	shampoo	80 ml	1.33dz	0.40dz	12 lb	5.49	1.26	7.59
32 oz	..	..	0.37	SULPHAMEZATHINE (649 ICI)				TINKER (455 Felix) entire entry			
128 oz	..	..	1.15	powder	100 g			TOLOCHROME (818 M&B)			
Vap lantern Mk III	..	..	0.78	SUNPURE (903 NPU)				25 g	3.96dz	..	0.49%
				fruit drinks				TONABATH (331 C of C)			
SECTO-KIL (333 Cupal)				orange, lemon	1.13dz	0.205dz	0.13%	foam bath capsules	tube	2.61dz	0.77dz
house and garden				lemon barley	1.235dz	0.22dz	0.15	8	3.02dz	0.88dz	0.45
powder	7 oz	..	0.20	lime	1.35dz	0.245dz	0.17	TONI (1242 Toni)			
SENNALAX (312 AC) entire entry				SUPER PLENAMINS (848 Minnesota)				spin curlers			
SENNA-DISCS (312 AC)				15	2.60dz	..	0.31	regular, midget	(12)	1.71dz	0.49dz
standardised senna				30	4.54dz	..	0.54	Sofspin	(9)	2.26	0.65
tablets	100	0.19	..	60	8.30dz	..	0.99	(1 1/2 dz)	(1 1/2 dz)		
			0.28	150	17.64dz	..	2.10	TONSILLIN (1599 Winthrop)			
SENOKOT (1037 Reckitt)				SUPERTO (818 M&B)				TOOTHY (236 CTA)			
granules	50 g	1.335dz	..	lawn weed killer	8 oz	2.24dz	..	disposable toothbrushes	25.00		
56 g	..	..	0.16	1 pt	4.48dz	..	0.56	(1000)			
				1 gal	27.60dz	..	3.20	TOPILAR (1584 Syntex)			
SEPICHLOR (1335 Wigglesworth)				SUSPAL (Omega (946 Pearce))				cream	500 g	6.25	..
lozenges	20	0.99dz	..	allergenic specific				ointment	500 g	6.25	..
			0.12%	treatments 10,000, 1,000				TORCAN (1098 Sandoz)			
SERADIX (818 M&B)				and 100 NPU 5 cc vials				ampoules 10 mg/1 ml	6	0.28	..
B powder	No 1	1.68dz	..	3	4.50						0.43
	No 2	1.68dz	..	SUSTAMYCIN (824 MCP)				ampoules	1 ml	..	..
	No 3	1.68dz	..	capsules 250 mg	50	1.68	..	TRI-ADOCORTYL (1176 Squibb)			
L 15	10 gm	4.00	..	SWEETEX (751 LL)				cream	30 g	1.33	..
			0.50	SWEETEX (325 C-A)				ointment	30 g	1.33	..
SHIELD (412 Elida-Gibbs)				SWISTAN (331 C of C)				TRIDESILON (1460 DOME)			
anti-perspirant				cream	tube	1.28dz	0.37dz	cream 0.05%	15 g	0.50	..
economy	3.79dz	1.705dz	0.56	lotion	standard	1.28dz	0.37dz	30 g	0.90	..	1.35
SHLOER (103 Beecham)				large	2.55dz	0.74dz	0.38	TRIOGESIC (1303 Wander)			
liquid apples	small	1.56*	0.22	milk	1.94dz	0.59dz	0.29	elixir	150 ml	0.23	..
	(2 dz)	(2 dz)		SYNALAR (649 ICI)				tablets	12	0.13	..
* Includes 0.36 (2 dz) bottle deposit				ointment	15 g	0.39	..	250	1.76	..	2.64
large	1.83dz	0.33dz		TABAC ORIGINAL (443 Eylure)				TRUFORD (1249 Trufood)			
grape juice	large	2.085dz	0.38dz	after shave lotion	15 cc	..	0.35	junior foods	jar	0.77dz	..
SILM (818 M&B)	113 ml	0.40	..	47 cc	..	..	0.66	Spoonfoods	jar	0.53dz	..
11	2.35	..	3.52%	90 cc	..	..	0.98	toddler meals	1.06dz	..	0.11
SILVIKIN (105 BTD)				163 cc	..	..	1.59	TRUGEL (893 Nicholas)			
hair cream	standard	1.085dz	0.49dz	305 cc	..	..	2.90	hair dressing	tube	1.505dz	0.625dz
large	1.565dz	0.705dz	0.23	114 cc	..	..	1.10	economy	2.47dz	1.03dz	0.38
75 hairdressing	spray	1.97dz	0.89dz	eau de Cologne	15 cc	..	0.39	TRUST (103 Beecham)			
hair spray	regular	1.765dz	0.795dz	47 cc	..	..	0.73	dog or cat treats	1.635	0.295	
SKIN DEW (596 HR)				90 cc	..	..	1.05	(6 dz)	(6 dz)		
emollient cleanser				163 cc	..	..	1.60	TUSSOBRON (1335 Wigglesworth)			
340 cc	..	..	1.65	305 cc	..	..	2.99	56 ml	1.10dz	..	0.14
freshener and toner	340 cc	..	2.10	114 cc	..	..	1.20	114 ml	1.76dz	..	0.25
herbal lotion	340 cc	..	2.05	pre shave lotion	47 cc	..	0.66	packs of 2 oz and 4 oz			
SKIN LIFE (596 HR)				90 cc	..	..	0.98	TWINK (412 Elida-Gibbs)			
cream	0901	..	2.90	163 cc	..	..	1.59	roller standard	2.18dz	0.98dz	0.34
SMITH KENDON (1152 SK)				shaving foam spray	80 g	..	0.91	ULCANON (1335 Wigglesworth)			
glucose tablets				soap-on-a-rope				Gelets	1/2 oz	1.05dz	0.32dz
Mocca coffee flavoured				TABLOID (208 BW)				0.95dz	0.29dz	0.14%	
7 oz	1.57dz	0.285dz	0.19	ephedrine HCl				ULCEAL (896 NL)			
SOFRA-TULLE (1087 Roussel)				30 mg	pack of 25			16 ml	0.27	0.08	0.49
tins	10 x 10 cm	0.40	..	TAKA-DIASE (938 PD)				UNICAN (1391 MHB)			
tins 1 strip				tablets				for sauternes, sweet sherry,			
100 cm x 10 cm	0.50	..	TS	pepsin compound	100			port, burgundy, hock,			
SOLPRO (1553 Contactasol)				TAME (1242 Toni)				sweet mead, dry mead,			
solution	15 ml	0.30	..	creme rinse	60 g	1.44dz	0.62dz	claret, Beaujolais, dry			
SOMBRERO (532 Goya)				112 g	2.16dz	0.93dz	0.33	sherry, liebfraumilch,			
cream tube	50 g	0.128	0.06	TAMPAX (1211 Tampax)				graves, rose, chablis,			
SO-SOFT (1227 THP)				regular	1.37dz	..	0.15	red vermouth, royal ruby			
SO-SOFT (193 Brobat)				super	4.85dz	..	0.53	..	0.52	..	0.78
hankies	100	1.65	0.19	5.40dz	..	..	0.59	UNICHEM (1259 Unichem)			
(20 pkts)	(20 pkts)		0.12	TARCORTIN (1178 Stafford)				golden eye ointment	0.85dz	0.255dz	0.12%
rolls twin	1.02	..	0.07	cream	15 g	2.10dz	0.63dz	US (1607 JWL)			
SPRAYMARK AEROSOLS (328 CCC)				30 g	3.47dz	1.04dz	0.52	anti-perspirant			
marking fluid 6 x 172g	2.82	..	3.75	TEDRAL (1310 WWy)				aerosol	160 g	3.195dz	1.12dz
SPRAYMATE (506 Gerhardt)				linctus	300 ml			210 g	3.915dz	1.375dz	0.55
breath freshener	2.76dz	0.83dz	0.42	TEDRAL EXPECT (1310 WWy)				herbal bath	250 ml	3.705dz	0.865dz
powder	small	0.89dz	0.249dz	linctus	300 ml	0.52	..	mouthwash	20 cc	1.92dz	0.575dz
medium	1.39dz	0.38dz	0.18%	TEN NEW PENCE FOR BEAUTY (287 CPC)				75cc	6.00dz	1.80dz	0.89
economy	1.99dz	0.544dz	0.27	beer shampoo	0141	0.67dz	0.19dz	VALDA (903 NPU)			
tablets	17	0.97dz	0.269dz	bubble bath	0140	0.67dz	0.19dz	pastilles	packets	2.04	0.615
26	1.39dz	0.38dz	0.18%	cleansing milk	0137	0.62dz	0.27dz	(2 dz)	(2 dz)		0.40%
STEVENS (1023 Radiol)				egg & lemon shampoo	0131	0.67dz	0.19dz	drums	2.66dz	0.80dz	
ointment	40 g	0.30	0.09	eye make-up remover	0139	0.62dz	0.27dz	VALLEDRI (971 PSMB)			
pack of 28 g			0.51	hand cream	0138	0.62dz	0.27dz	linctus	125 ml	0.17	..
STRESNIL (328 CCC)				herb shampoo	0130	0.67dz	0.19dz	21	2.08	..	3.12
injection (vet)	50 cc	2.06	..	lacquer removing shampoo	0133	0.67dz	0.19dz	VANEXANE (1335 Wigglesworth)			
STRIKE (818 M&B)				lanolin shampoo	0132	0.67dz	0.19dz	head lotion	56 ml	0.91dz	0.27dz
rooting powder	30 g	1.68dz	..	lemon cream rinse	0142	0.67dz	0.19dz	2 oz pack			
STROBOFIX (637 Hunter)				moisturising cream				VARIOTIN (747 Leo)			
flashguns electronic								ointment	10 g	0.52	..
manual	E15B	..	13.57	setting lotion	0136	0.62dz	0.27dz	VASODEX (61 APC)			
	E15	..	19.97	0135	0.62dz	0.27dz	0.10	ophthalmic solution	5 ml	0.40	..
	E19	..	23.65	TETRALYSAL (227 Erba)				VASOSULPH (61 APC)			
	E22	..	26.37	capsules	16	0.375	..	ophthalmic solution	10 ml	0.25	..
	E27	..	30.83	100	2.26	..	3.39	15 ml pack			0.38
				1000	19.87	..	29.80				TS

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	Trade £.p	Tax £.p	Retail £.p
NC (61 APC)			
limic solution			
10 ml	0.25	..	0.38
15 ml pack			d
60 Arden)			
masque tube	..	..	0.59
ELS (328 CCC)			
warmer	2 lb	2.48	..
8 lb	8.62	..	11.50
X (1335 Wigglesworth)			
otic ointment			
60 g	1.92dz	..	0.24
500 g	0.67	..	1.00
Y V (116 BFS)			
utors 261 Christy)			
nd lozenges	5 lb	0.41dz	0.12dz
ol and eucalyptus		1.45	0.44
illes		0.48dz	..
381 Natura)			0.06
ath	280 g	0.65	0.195
ream lather			1.25
ROL (1023 Radiol)			
450 g	0.30	..	0.42
25 kg	5.80	..	7.80
25 kg	9.20	..	11.96
IR (1143 SPL)			
6	1.76	0.53	2.64
100	2.34	0.70	3.51
IR S (1143 SPL)			
15 ml	0.47	0.14	0.70
ONE (333 Cupal)			
50	1.80	..	0.22
(147 Boots) existing entry			d
(147 Boots)			i
omycin sulphate			
g/1.5 ml	6	0.38	..
100	5.90	..	TS
1 g/2.0 ml	6	0.45	..
100	5.97	..	TS
oduacin			
g/2.0 ml	6	0.45	..
100	7.30	..	TS
(328 CCC)			
gested feed			
12 x 1 oz	1.65	..	2.20
R (1303 Wander)			
ic chocolate			
1 lb pack			d
L (896 NL)			
ops	16 ml	0.184	..
X (1609 C-G)			
sachets 1	..	..	0.14
4	..	..	0.45
1/2 lb	..	..	1.05
1 1/2 lb	..	..	2.75
super sachets 2	..	..	0.35
5	..	..	0.85
10	..	..	1.60
20	..	..	2.95
OME (208 BW)			
ophylline BP			
ravenous 0.25 g			
10 ml	5	..	d
ng ill vaccine			
oreum type)			
20 ml	4.50	..	6.00
AS (967 Petfoods)			
ter	2.00dz	..	0.22½
S, DR. (761 Lilia-White)			
net briefs	..	2.77dz	0.29dz
pads	..	1.09dz	..
ary towels	0	1.48dz	..
1	1.55dz	..	0.15
2	1.74dz	..	0.16
3	1.85dz	..	0.18
E1	0.76dz	..	0.19½
belt	..	1.05dz	0.12dz
Carefree	1	1.55dz	..
2	1.74dz	..	0.13
enders	..	0.83dz	0.10dz
671 Jeyes)			
eshener blocks	..	1.41	..
(3 dz)			0.04½
NSON (1339 Wilkinson)			
Sword blades	5	3.41	1.00
(25 pkts)		(25 pkts)	0.24
10	6.38	1.87	0.45
(25 pkts)		(25 pkts)	

WILLIAMS (255 Chembro)

Aqua Vella			
after shave	80 cc	1.92dz	0.865dz
	142 cc	3.38dz	1.52dz
Lectric shave	30 cc	1.55dz	0.70dz
	80 cc	2.92dz	1.315dz
glide on	83 cc		d

WOLTZ ITALIANA (1363 SAL)

make-up			
jelle blusher	3.03dz	1.32dz	0.49
lipsticks	2.34dz	1.02dz	0.39

WOODHUE (446 FI) entire entry

WRIGHT'S (1351 WLU)

coal tar			
ointment	1 oz	0.98dz	0.29dz
	4 oz	1.47dz	0.44dz
	7 oz	2.30dz	1.04dz
deodorant stick			0.37
shampoo			
protein	65 cc	1.10dz	0.33dz
	125 cc	1.55dz	0.465dz
vaporiser		0.56	..
vaporising liquid			0.75 †
	50 ml	1.17dz	..
	200 ml	3.60dz	..

YARDLEY (1355 Yardley)

Black Label			
after shave		0.253	0.114
		0.36	0.162
		0.268	0.121
after shower talc		0.317	0.163
deodorant aerosol		0.268	0.121
roll-on		0.268	0.121
stick			0.53
feather finish compact			
	902	0.348	0.157
refill 904		0.185	0.083
refill 1504			d

ZUBES (1068 Roberts)

cough sweets	0.55dz	0.16dz	0.08
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AMENDMENTS TO KEY TO SUPPLIERS

4 Abdine	= Abdine Ltd, 110 Commerce Street, Glasgow, G5 8DR. Scotland. 041-429 1696
67 Ashe	= Ashe Laboratories Ltd, Ashetree Works, Kingston Road, Leatherhead, Surrey. Leatherhead 76151.
76 Atkinson	= J & E Atkinson Ltd, 26 Conduit Street, London W1R 9TA. 01-493 0307
100 BI	= Beautishape International Ltd, 45 Berners Street, London W1P 3AD. 01-580 1544
151 Boutique	= Boutique 77 Ltd, 209 Vale Road, Woolton, Liverpool. 051-428 4087
236 CTA	= Casey Tregaard Associates Ltd, 20 Blackfriars Lane, London E.C.4. 01-248 0489
392 DUB	= Du Barry International (UK) Ltd, 45 Berners Street, London W1P 3AD. 01-580 1544

536 GPL	= Gray Products Ltd, 2 Marshall Road, Hampden Park, Eastbourne, Sussex. 0323 27871
566 Hanovia	= Hanovia Lamps Ltd, 480 Bath Road, Slough, Bucks. Burnham 4041
669 Sorelle	= Jean Sorelle Ltd, 117 Great Portland Street, London W1N 6AH. 01-580 1312
816 Mayborn	= Mayborn Products Ltd, 139 Sydenham Road, London SE26. 01-650 4801
890 Newton	= Newton Chemical Ltd, 139 St James' Drive, London SW17 7RP
945 Payot	= Payot Ltd, 139A New Bond Street, London W.1. 01-499 4353
946 Pearce	= L.R.B Pearce Ltd, 125 High Holborn, London WC1V 6QJ. 01-405 7722
971 PSMB	= Pharmaceutical Specialities (May & Baker) Ltd, Dagenham, Essex RM10 7XS. 01-592 3060
1061 Riker	= Riker Laboratories, Morley Street, Loughborough, Leicestershire. 05093 68181
1159 WSHL	= Wilfred Smith (Horticulture) Ltd, Gemini House, High Street, Edgware, Middlesex. 01-952 6655
1345 Woodward	= G.O. Woodward & Co. Ltd, 225 Putney Bridge Road, London S.W.15. 01-870 0971
1351 WLU	= Wright, Layman & Umney (Sales) Ltd, 43 Clapham Road, London S.W.9. 01-735 2801
1530 Fisons	= Fisons Ltd, Pharmaceutical division, 12 Derby Road, Loughborough, Leics. 0509 63113
1578 Vernon	= Vernon-Carus Ltd, Penwortham Mills, Preston PR1 9SN. 0772 44493
1602 Ketts	= Ketts Laboratories, 17 Canowie Road, Bristol 6. 0272 36355
1603 Li-Lo	= Li-Lo, Ltd, Liverpool Road Trading Estate, Slough, Bucks. Slough 20333
1604 IPL	= Inter-Pan, Ltd, 169 Regent Street, London W1R 8HE. 01-734 7495
1605 BPL	= Bee-Ply Ltd, 74 Rose Lane, Liverpool L18 8DH. 051-724 2261
1606 JSDL	= Jaycon Soft Drinks Ltd, 102 St Pancras Way, N.W.1. 01-485 5811
1607 JWL	= Johnson Wax Ltd, Frimley Green, Camberley, Surrey. 0276 63456
1608 S & W	= Smith & Walker Ltd, Linby Street, Bulwell, Nottingham. 0602 278835
1609 C-G	= CIBA-Geigy (UK) Ltd., Simonsway, Manchester M22 5LB. 061-437 5252

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p
ALFONAL (29 Alfonal)			
Lin-O-Saf safflower oil			
1/2 pt	1.60dz	..	0.18 a
1 pt	2.76dz	..	0.31
1 gal	1.695	..	2.26
Maizy biscuits plain			
or ginger	7 oz	1.32dz	..
cheese spread	3 1/2 oz	2.45dz	..
		(2 dz)	0.13½
corn oil	1 pt	2.62dz	..
	1 qt	4.96dz	..
	1 gal	1.56	..
with alphium	1 pt	2.68dz	..
	1 gal	1.63	..
Snow Queen instant skimmed milk			
1 lb	5.79	..	0.32 a
	(2 dz)		
Sun-O-Life			
sun flower seed oil			
1/2 pt	1.44dz	..	0.16
1 pt	2.43dz	..	0.27
1 qt	4.59dz	..	0.51
1 gal	1.43	..	1.90
yeast savoury spread			
6 oz	4.63	..	0.25
	(2 dz)		
APPOINTMENT (654 Innox)			
bath dusting powder	..	..	0.85
beauty bath	..	..	0.97
perfume metered mist	..	..	1.25
refill	..	..	0.95
toilet water	..	..	1.35
aerosol	..	..	1.15
BASQUE (682 KCL)			
(distributors 1530 Fisons)			i

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
BIDEX (631 Hudnut)				DYLON (816 Mayborn)				NORSEBAD (893 Nicholas)			
spray mist 51 g	2.435dz	1.095dz	0.38% <i>i</i>	cold fix 0.20dz	..	..	0.02% <i>i</i>	120 cc	6.01dz	1.67dz	0.8
140 g	4.325dz	1.945dz	0.68 •	dyes multi-purpose 1.00dz	..	..	0.12% <i>i</i>	ORIENTAL SPICE (1131 Shulton)			
dry spray			<i>d</i>	carpet 3.40dz	..	..	0.42% <i>a</i>	after shave and shower			
BISMA-REX (848 Minnesota)				cold water 1.00dz	..	..	0.12% <i>a</i>	11 cc	2.51dz	1.10dz	0.4
tablets 100			<i>d</i>	Fabspray waterproofer			<i>d</i>	80 cc	7.25dz	3.18dz	1.2
BRECK (1131 Shulton)				liquid 3.00dz	..	..	0.37% <i>a</i>	155 cc	11.14dz	4.89dz	1.8
creme rinse 70 cc	1.39dz	0.626dz	0.21	tie and dye kit			<i>d</i>	deodorant aerosol ..	5.08dz	2.23dz	0.8
Miss Breck hair-spray				wash'n dye 3.20dz	..	..	0.40 <i>a</i>	shower soap 205 g	4.88dz	1.43dz	0.7
370 g	3.97dz	1.786dz	0.60	EFCORTELAN-N (578 Glaxo)				talcum 150 g	5.75dz	2.52dz	0.9
CALMIC (218 Calmic)			<i>d</i>	cream 15 g			<i>d</i>	OVALTINE (1303 Wander)			
CALMIC (1610 WCSD)				ointment 15 g			<i>d</i>	drinking chocolate 8 oz	1.31dz		
gripe mixture 70 ml	1.32dz	0.40dz	0.18 <i>r</i>	ENTERO-VIOFORM (262 CIBA)				16 oz	2.38dz		
CALPOL (218 Calmic)			<i>d</i>	tablets 0.25 g 16	1.60dz	..	0.20 <i>a</i>	PHOSPHO-LECITHIN (1545 Vestric)			
CALPOL (1610 WCSD)				48	4.40dz	..	0.55	160 ml	0.15	0.045	0.27
paediatric suspension			<i>i</i>	100	8.00dz	..	1.00	PICKLES (982 Pickles)			
70 ml	1.56dz	..	0.20	ESTEE LAUDER (425 ELC)				Healthy Feet spray	0.17	0.051	0.30
CARA NOME (848 Minnesota)				Soft Cover compact				Koologne	1.36dz	0.61dz	0.22
hair spray 383 g	2.82dz	1.269dz	0.45 <i>a</i>	make up ..	..	..	2.25 •	Lipgarde	0.90dz	0.405dz	0.15
CLEARASIL (1055 RM) Granada area only			•	HANOVIA (566 Hanovia)				Rheumaban	1.40dz	0.42dz	0.21
medicated wash 120 cc	4.335dz	1.30dz	0.59	sunlamps				Swarm	1.20dz	0.36dz	0.18
CODEMPRIN (218 Calmic)			<i>d</i>	Bali 8.325	2.40	13.50 <i>c</i>		PRICE'S (1005 Price)			
CODEMPRIN (1610 WCSD)				Prescription 6A 22.125	6.39	35.89		night lights			
tablets 100	0.42	0.126	0.76 <i>c</i>	7A 30.75	6.88	49.88		Palmitine Star (10)	6.35		
COOLENE (682 KCL)				HEALTHCRAFTS (29 Alifonal)				(4 dz)			
(distributors 1530 Fisons)			<i>i</i>	Bio-flora 250	5.42dz	1.60dz	0.81 <i>c</i>	PRINALGIN (117 BPL)			
COOLTAN (682 KCL)				Eleven Plus				tablets 500 mg 100	2.26	..	3.39
(distributors 1530 Fisons)			<i>i</i>	(minerals)			<i>d</i>	500	10.30	..	16.20
COPPATAN (682 KCL)				Enzygest 100	4.66dz	1.38dz	0.70% <i>c</i>	RACASAN (1022 Racasan)			
(distributors 1530 Fisons)			<i>i</i>	Golden Seal 84	3.70dz	1.10dz	0.56 <i>a</i>	Fleur	1.80dz		
CORIMIST (1111 Corionel)				Inner Fresh 50	1.63dz	0.49dz	0.25 <i>c</i>	SCHOLL'S (1108 SMC)			
hair spray 3 oz	2.34dz	..	0.38 <i>a</i>	100	3.02dz	0.90dz	0.46	shoe deodoriser spray	3.28dz	..	0.39
	3.58dz	..	0.58	Nerve Tona 84	2.66dz	0.78dz	0.40 <i>a</i>	SEA & SKI (682 KCL)			
	5.10dz	..	0.83	Super				(distributors 1530 Fisons)			
spray tonic conditioner				brewer's yeast 250	1.84dz	..	0.23	SECTO (333 Cupal)			
110 g	3.58dz	..	0.58 <i>a</i>	halibut oil 100	1.92dz	..	0.24	Sectovap greenhouse			
COTY (301 Coty)				rose hips 100	3.52dz	..	0.44	strip	..	..	0.60
Originals				wheat germ oil 16 day	2.03dz	..	0.25	SOF'DOWN (1349 LW)			
eye shadow ensemble ..	0.71	0.32	1.75 <i>i</i>	32 day	3.81dz	..	0.46	nappy liners 50	1.54dz	..	0.24
gel blush ..	0.375	0.17	0.75	64 day	7.22dz	..	0.87	100	2.75dz	..	0.43
CUXSON GERRARD (339 CG)				Super				TABLOID (208 BW)			
baby powder 114 g	1.00dz	0.30dz	0.15 <i>a</i>	B1 25 mg 100	5.60dz	..	0.70	casara sagra 100			
unmedicated 270 g	1.85dz	0.555dz	0.27% <i>a</i>	B2 10 mg 100	4.80dz	..	0.60	TORCAN (1098 Sandoz)			
DESERT FLOWER (1131 Shulton)				B6 10 mg 100	6.72dz	..	0.84	ampoules 1 ml 5	0.24	..	0.36
dusting powder 1821	4.64dz	2.04dz	0.77	C 200 mg 100	8.00dz	..	1.00	pack of 6			
hand and body lotion				E 100 iu 100	8.82dz	..	1.10	WOODWARD'S (1346 Woodward)			
1719	2.24dz	0.98dz	0.37	Sustain				baby cream 220 gm	2.61dz	..	0.29
plastic bottle 1814	3.94dz	1.73dz	0.65	B1 25 mg 100	5.60dz	..	0.70				
perfume 1746	4.20dz	1.84dz	0.70	B2 10 mg 100	4.80dz	..	0.60	AMENDMENTS TO KEY TO SUPPLIERS			
perfumed Cologne 2778	5.27dz	2.31dz	0.87	C 200 mg 100	6.72dz	..	0.84	95 Baxter	= Baxter Division,		
roll-on perfume 2779	3.94dz	1.73dz	0.65	E 100 iu 100	8.00dz	..	1.00	147 Boots	= Boots Company Ltd,		
sparkling Cologne 1701	4.59dz	2.01dz	0.76	Vita-Mines chewable				647 Illingworth	= Illingworth Snuffs Ltd, Aynam		
talcum powder 1923	2.15dz	0.94dz	0.36	84 day 5.84dz	..	0.73		814 Maxicrop	= Maxicrop Retail Sales Ltd,		
DYGON (816 Mayborn)				120 day 8.48dz	..	1.06		922 Ortho	= Ortho Pharmaceutical Ltd,		
colour and stain remover				300 day 1.65	..	2.48		1610 WCSD	= Saunderton, High Wycombe,		
1.00dz	..	..	0.12% <i>a</i>	HELENA RUBINSTEIN (596 HR)					= Bucks, 0240-24 3541		
2.00dz	..	..	0.25	minute crystal clear					= Wellcome Consumer Sales		
				glowstick ..	..	..	0.96 •		Division, Crewe Hall, Crewe,		
				MAGNOLAX (1545 Vestric)			<i>i</i>		Cheshire, 0270 3251		
				emulsion ..	0.13	0.039	0.24				
				MEGIMIDE (894 Nicholas)							
				ampoules 10 ml 6	1.83	..	2.74% <i>c</i>				
				vial 100 ml	1.52	..	2.28				
				MEPHINE (1352 Wyeth) entire entry			<i>d</i>				
				MIMOSPRAY (75 Avlex)							
				(distributors 649 ICI)							
				aerosol perfumed 84 g	2.315dz	1.045dz	0.37 <i>i</i>				

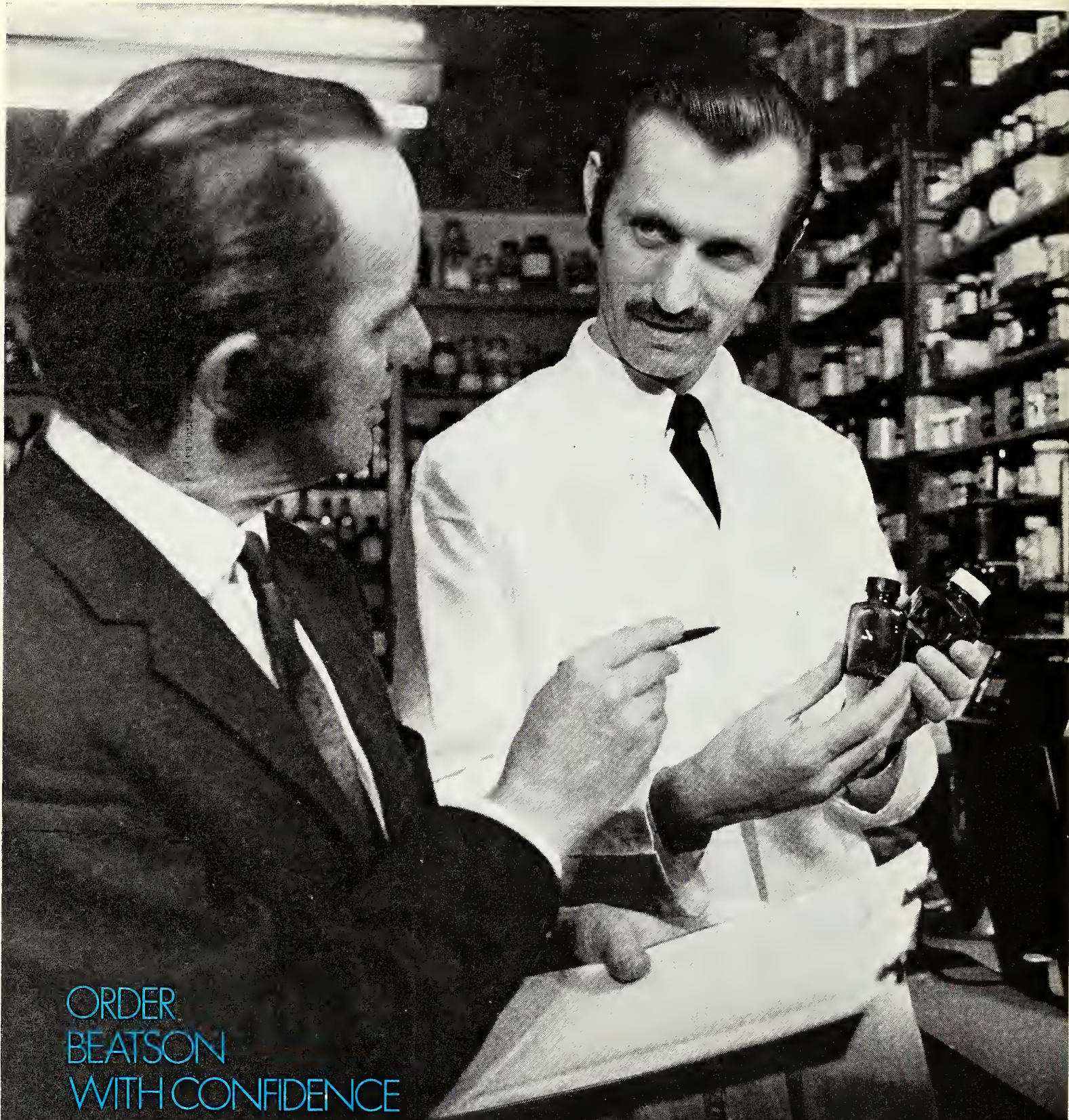
CHANGE OF PURCHASE TAX RATE

IN view of the Chancellor's announcement of changes in the rates of purchase tax all manufacturers of price-list items subject to tax will have to be approached for details of their new prices. The work of analysing their replies and preparing the material for press will be heavy, making it impossible to produce the Cumulative Price Changes supplement on its usual basis. As and when new retail prices are received they will be notified in the supplements, but until further notice users of the list are asked to

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| Eye Drop Bottle | |
| and Dropper | —amber |
| Metric Sloping | |
| Shoulder Flat | —white flint and amber |
| Powder | —white flint and amber |
| Metric Winchester | —plain and ribbed |
| Olive Oil | —white flint |

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ASK YOUR WHOLESALER



COMMENT

Unity in pharmacy

Although not the major theme of the Scottish hospital pharmacists' weekend conference (p 420), a recurring topic was the need for co-operation between hospital and general practice. It was first raised in the opening address of Mr J. P. Kerr, vice-president of the Pharmaceutical Society, who suggested that the improvement in the pharmacists' standing within the hospital, and the increasing reliance of the young doctor on his advice, would spill over into general practice—and serve to give a more satisfying career to the young pharmacy graduate.

Then came the proposal that the general practice pharmacist might double for the hospital pharmacist in those outlying hospitals where there is no call for a full-time appointment—but where pharmaceutical advice and services are required just as much as in the larger hospital. There are problems, of course, such as the quality of experience of the general practice pharmacist concerned, and the fact that there is often no community pharmacy in a small-hospital area. But where conditions are right, it is an experiment that would be well worth trying—the dual role could even allow the provision of a pharmaceutical service where general practice alone would be uneconomic.

The main barrier to this sort of co-operation, however, is to be found at the personal level. There are far too few people willing to say "I am a pharmacist". It is always: "I am a hospital pharmacist" or "I am a retail pharmacist", and for many there is a tremendous gulf between the two.

"Images" of a profession are not confined to outsiders, and we wonder how much of the parochial attitude stems from the visualisation of the hospital pharmacist as someone who never leaves his dispensary and never sees a patient, and of the retailer as someone who feels he has achieved the ultimate if he knows a drug's name. Both images are false, but they give rise to some hospital pharmacists' belief that the "retailer-controlled" Pharmaceutical Society cannot understand, let alone help to solve, his problems. Retailers, on the other hand, feel that if the "ultraprofessional" views of the hospital pharmacist are given too much rein, businesses will become uneconomic and the pharmaceutical service to the public will suffer.

Against this background, co-operation of the kind envisaged must be slow to develop. What is required is a

realisation by both branches of the profession that their common training has provided the basis for two different specialisations—not two professions. The two branches do not need to be fully interchangeable: there is no need for the retail pharmacist to be an expert on intravenous infusion additives or the hospital pharmacist on over-the-counter treatments or baby care. But, in these days, both require to be expert on matters such as drug interactions. And there is sufficient common ground to allow the general practice pharmacist to assist in the smaller hospital with the support of his colleague in the parent hospital.

As Mr B. H. Smith, president of the Guild of Hospital Pharmacists indicated in Dunblane, the new Noel Hall structure will make the hospital pharmacist a strong contender for the area posts under a restructured Health Service—with responsibilities for both hospital and retail practice. It is therefore obvious that the profession must be working in a united way, with united aims, before the unified structure becomes operative.

Tax relief

What a relief! That must surely be the reaction throughout retail pharmacy on hearing the terms under which Value Added Tax is to be introduced next year.

The Chancellor's decision—against all the omens—to introduce a flat-rate 10 per cent tax on all goods immediately dissipates earlier fears that the retail pharmacist would find himself dealing with, and separately accountable for, goods in a number of tax categories.

Also dispelled are the difficulties that would have been involved in the chemist's position had he found himself classified as "a partially-exempt trader" (as described in *C&D*, January 1).

The immediate terms and their implications are set out on p 405 but the important thing is that the Chancellor has managed to invest VAT with a degree of simplicity for which few dared to hope.

The Budget does not eliminate the "double tax" objection as regards goods on which Purchase Tax has already been paid at the time of VAT introduction—but the immediate reductions, coupled with the promise of a purchase-tax-free period before VAT day, provide a degree of comfort.

It will not be possible to make a final judgment, however, until the Chancellor makes known the exact timing.

BOOKS

Kerly's Law of Trade Marks and Trade Names. T. A. Blanco White QC and Robin Jacob. Sweet & Maxwell Ltd, 11 New Fetter Lane, London EC4. 10 x 6½ in. Pp xciii+807. £12.50 (tenth edition). The arrangement of the new edition of Kerly, the standard work on trade marks, has been altered in that the paragraph references have been linked with the chapter numbers. Consequently it is much easier to find references than in the past.

The texts of the Merchandise Marks Acts have disappeared from the appen-

dices but they have been replaced by the texts of the earlier Trade Mark Acts and the sections of these acts are cross referenced to the Trade Marks Act 1938. The list of contrasted marks and names, a feature of the 9th edition, remains in its accustomed place.

Since 1966 there have been a number of significant cases in trade mark law and these are fully reported. The Daiquiri Rum case, and the G.E. case are noted, with the latter case the issue has not been finally decided as an appeal is pending in the House of Lords. The important case for pharmacists, particularly those in industrial pharmacy, is without doubt Hoffmann-La Roche & Co AG v DDSA Pharmaceuticals Ltd which concerned the

use of the black and green get up of Librium capsules, and this is carefully noted.

Those who are concerned with trade marks have come to rely on Kerly for the large amount of valuable information contained between its covers. This edition is up to the standards required of such a work and it will be a valuable addition to the shelves of the pharmacist concerned with trade mark matters.

Books received

Law for the Pharmacy Student. William E. Hassau, jun. Lea & Febiger. Distributed in Great Britain by Henry Kimpton, 205 Great Portland Street, London W1. 9½ x 6 in. Pp 285. £5.15.

PROFESSIONAL NEWS

Conference of Scottish Hospital Pharmacists

Intravenous additives: problems and solutions

The setting up of regional information centres on infusion fluid additives, and the establishment of a central additives mixing service in very large hospitals, were advocated by Professor R. H. Girdwood, professor of therapeutics at Edinburgh Royal Infirmary, last weekend.

Giving the opening paper at the fifth conference of Scottish hospital pharmacists in Dunblane, he said that the first problem to be overcome in improving the safety of additive procedures lay with the education of the medical student. "Doctors do not know that there is a problem with IV additives," he maintained. Yet one book listing drug hazards contained five pages of potentially lethal drug combinations, 26 pages of possible adverse reactions to drugs and 411 pages of possible drug interactions. This was too much to learn, and out of 5,800 hours of teaching, Professor Girdwood estimated that the medical student received only one hour's tuition on drug interactions—"IV additives are probably mentioned in a sentence".

Who, then, is worried about the situation? Professor Girdwood answered his own question by eliminating most of the groups prescribing and preparing the infusions with additives, concluding that above all it was the pharmacist who was worried. It was to him that all eventually turned for advice on all interactions.

The speaker then gave his recipe for solving the problem of infusion fluid additives. First came education of the medical student, followed by the provision of a comprehensive British guide to the potential dangers—which must be kept up to date. Information on the available reference books was required, also. The regional information centres he proposed would be akin to the regional poisons centres, but there should also be libraries in hospital pharmacies—the place everyone turned to. Computers could play a part, too.

Centralised mixing

Professor Girdwood added three more actions to help with the problem: a central mixing service in very large hospitals, ward pharmacy (which he described as a great advance because it brought medical staff into contact with pharmacists in a way they had never been before) and the attachment of chief pharmacists to universities.

However, Professor Girdwood qualified his remarks on a central mixing service by saying that he doubted whether all additions should be made in the pharmacy. But there were many unnecessary additions made on the wards—for example potassium chloride infusions being made by the addition of the contents of an ampoule to a bottle of saline because it was not realised that the infusion could be supplied ready-prepared by the pharmacy.



Professor Girdwood

The speaker also warned against issuing lists of incompatibilities—there was a tendency to regard anything not on it as "safe". It was better to advise against adding anything, telling the doctor to obtain information from the pharmacy or department of therapeutics.

The second speaker presented the conference with an analysis of the pattern of use of intravenous fluids. Dr A. Fleck, consultant biochemist at Glasgow Royal Infirmary, had researched a general surgical ward and an intensive care unit and found that in a 24-day period, general surgery used a total of 499 bottles, of which about one-third were saline and two thirds glucose 5 per cent, with negligible quantities of other fluids. Additions had been made to 163—almost a third—of the bottles, not counting the drugs given by the anaesthetist.

Dr Fleck also showed that 7.2 per cent of the total number of bottles were saline with the addition of potassium chloride and 9.2 per cent were glucose with the same addition. Additions of 10 and 20 mEq were the most common, and the speaker considered that stocks of these could be purchased or prepared, or at least the addition carried out by the pharmacy. He said it was ward practice to make up stocks for a day, and many hours might elapse between preparation and administration—possible incubation time.

It was up to pharmacists to decide whether they could cope with the demand for fluids, said Dr Fleck. Because of the analytical time taken for electrolyte analyses, it was common for many

changes in IV fluid prescriptions to be made in the late afternoon or overnight. "You would have to cater for these if the pharmacy were to make all the fluid requirements." Certain stock additions could be considered, but they would present labelling and storage problems to the wards. Would they be justifiable in terms of sterility and economics? Dr Fleck concluded.

During discussion of the two papers, Mr J. A. Myers, said that stock preparation in the pharmacy guaranteed sterility since the whole infusion could be autoclaved. Edinburgh Royal Infirmary had been using 28,000 ampoules of potassium chloride a year and they now wanted to get the compound into the solution and autoclaved before it got to the ward. Concerning labelling, he proposed that the KCl addition should be carried in luminescent lettering.

Several speakers gave their support to a 24-hour additives service being provided by the pharmacy, and Dr Fleck thought that "on call" would be effective. It would be necessary to fight for the extra staff and facilities—"A good deal of the pressure for this has got to come from pharmacists themselves," he maintained.

Another pharmacist suggested that the problem of additives should be solved by providing a list of drugs that were stable in certain vehicles; anything else would be referred to the pharmacy which would tackle the individual request.

Setting up an additives service

The operation of a central additives service by pharmacy in the United States was described by Mr C. J. Latiolais, director of the department of pharmacy, Ohio State University Hospital.

He said it had been realised that preparation on the wards might be carried out under unaseptic conditions, that there might be harmful admixtures, that pharmaceutical calculations might be inaccurate, and that reconstituted preparations might be used after their useful life.

The two essential conditions were therefore a controlled environment (provided by a laminar-flow hood) and preparation under the supervision of qualified personnel. Problems of contaminated fluids in recent years had led the US Food and Drug Administration to require that administration sets be changed every 24 hours (they had previously remained in use for up to seven days) and the Joint Commission on Accreditation of Hospitals now required that the pharmacist be used in the preparation and handling of IV admixtures.

A study of a 400-bed hospital had revealed that where nurses specialising in IV therapy were making the additions, there was a 21 per cent medication error rate. This comprised: wrong drug or fluid



Mr C. Latiolais demonstrates vacuum equipment for plastic packs

selected 3 per cent; wrong dose added 9 per cent; unordered drug included 3 per cent; known incompatibility between additives 6 per cent. If other "deviations," such as failure to clean the preparation area, were included, there were 99 per cent errors.

A ten-step programme had been used in setting up the Ohio central admixture service. The existing system was first studied, then a study committee formed between pharmacy and nursing to find a better way of doing the work. Compilation of incompatibility data came next, with design of the admixture room. A study system was designed so that a pilot project could be started, with "orientation" of nurses and physicians. This operation was evaluated, and finally a hospital-wide service instituted.

The system involves the pharmacist receiving a carbon copy of the prescription, which is reviewed for incompatibilities, etc. Everything required for one administration is placed in a tray—which can be checked by the pharmacist after a technician has completed the preparation. The pharmacist also checks the label, for particulate matter and for cracked bottles. The order is then filed in such a way that the next bottle is prepared before it is needed on the ward.

Four techniques of preparation were described by Mr Latiolais: The Travenol insert system, injection of additive by syringe, aseptic transfer using a two-way needle, and plasma transfer methods. He also demonstrated an apparatus for creating a vacuum inside plastic bags containing IV fluid so that additives could be drawn in by negative pressure.

The speaker concluded that the service provided these advantages: Centralised

responsibility, time saving for physician and nurse, standardised labelling, systematised quality control, incompatibility screening (with the pharmacist able to assist with alternatives), aseptic environment for compounding, and the availability of special concentrations of additives.

Mr Myers asked about the training of pharmacy staff in aseptic technique and the level of contamination found. Mr Latiolais replied that there was a programme of "workshops"; all unused bottles returned to the pharmacy were bacteriologically tested and no contamination problem had been found. He admitted to another questioner that when an incompatibility was noticed the pharmacist was "on the spot". He had to give an explanation of the incompatibility—it was not enough to say there is a dot in the incompatibility table—so that a decision could be taken on whether to add excess drug (if the decomposition product was not toxic), to give the drugs separately, or to find an alternative route.

Asked about a service for hospitals distant from the central service, Mr Latiolais said the same problem was being faced in the US and they were trying to make use of the local community pharmacist, who could spend perhaps an hour a day developing a good drug control system for the hospital. However, it was difficult to get the community pharmacist

interested. Mr K. Stewart said he had experience of such a system but found the retail pharmacist charged too much for the work, which was therefore centralised. Mr Higson, Department of Health, added that in many small-hospital areas there was no community pharmacy.

The final session of the conference was devoted to drug addiction, with a paper by Dr B. Ritson, Royal Edinburgh Hospital, who gave a psychiatrist's view of the problem. He said it was easy to get someone off drugs physically, but to get them off psychologically was very difficult.

Dr Ritson was not convinced that it was an advance to turn a heroin addict into a methadone addict, or even to continue to supply drugs at all—except that the patient remained in contact with the physician to get his supplies. The need was for the addict to break away from his circle of friends and for society to provide an attractive alternative to drugs for those who came off. All successes so far had stemmed from restrictions—such as on the use of methylamphetamine and amphetamines generally, he maintained.

Dr Ritson asked pharmacists to do all they could to dissuade doctors from prescribing vast quantities of drugs. People were slowly becoming aware that drugs were not the answer to everything—the message to get across was that medicines were something to be avoided.

'Pocket' Instamatics coming

A new range of Kodak pocket Instamatic cameras, using a new smaller film cartridge has been announced by The Eastman Kodak Co of Rochester, New York.

Initially, Kodak pocket Instamatic cameras will not be available in Europe. However, cameras and projectors specially designed for the European market will be introduced in September at Photokina in Cologne. It is anticipated that the new camera outfits will start around £13.

The cameras measure approximately $5 \times 2\frac{1}{4} \times 1\frac{1}{2}$ in and weigh between $5\frac{1}{2}$ oz and 9 oz depending on the model. They have been specially designed to slip easily into a pocket or handbag.

There are five Kodak pocket Instamatic cameras in the series, ranging from an easy-to-use fixed-focus model to more sophisticated models with versatile lenses, electronic shutters and—on the top model in the range—a coupled rangefinder. All

five are designed to take Magicubes, giving flash without batteries.

The new pocket Instamatic cameras will not replace the familiar Kodak Instamatic cameras taking the 126 film cartridge, which will continue to be manufactured and sold alongside the new models.

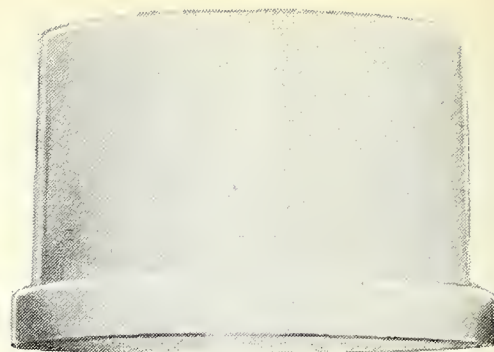
The cameras feature easy-loading with a cartridge, designated size 110, and smaller in size than the familiar 126 cartridge, giving a 13×17 mm picture format on 16 mm wide film. Four films will be available in the new 110 size. These are Verichrome, Kodachrome-X, Ektachrome-X and a new film, Kodacolor II.

Kodacolor II film is a new product that has been specially introduced to give the finer grain and higher resolution necessary to produce optimum quality colour prints from very small negatives.

Eastman Kodak is introducing three Carousel projectors to take 110 size slides.



NEW Radox foot spray



Relieves tired, aching feet instantly!

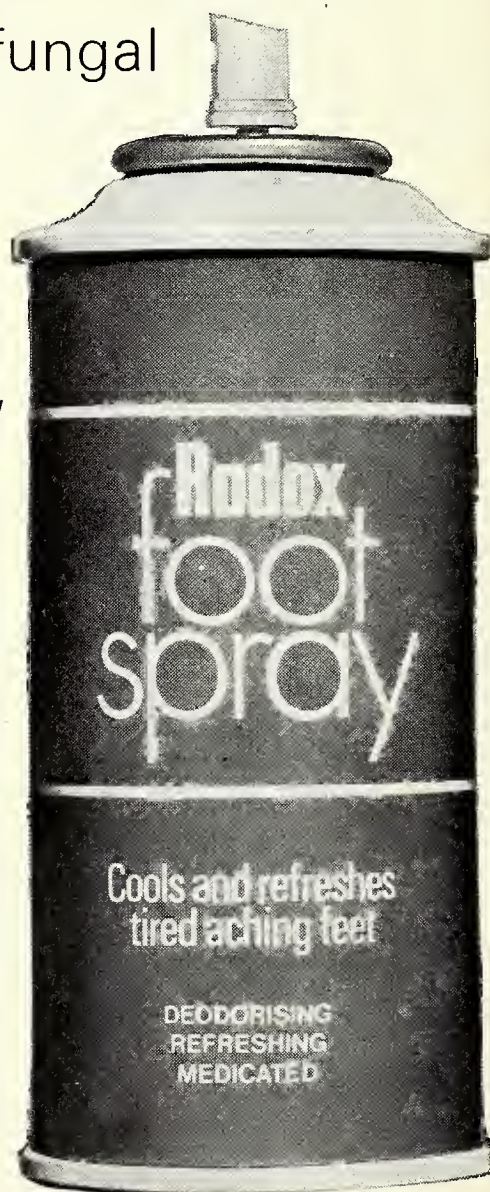
Radox Footspray is formulated to cool, soothe, refresh and deodorise hot, aching, tired, perspiring feet at once. It also contains anti-bacterial and anti-fungal ingredients which help prevent and control "athletes foot".

Radox Footspray is supported by **sustained** consumer advertising stressing both these benefits in **national** dailies, Sundays and **specialised** sports and athletics media.

You will sell Radox Footspray **readily** to those who are in urgent need of speedy relief. You will go on selling Radox Footspray **steadily** to those who have a regular need to care for their feet.

The advertising begins in April. Order now through your wholesaler or direct from:

NICHOLAS PRODUCTS LIMITED, 225 BATH ROAD, SLOUGH, BUCKS.



A Nicholas  Product

LETTERS

Guarantees

In an article under the heading "Guarantees—do they really protect you?" (*C&D*, March 4, p 307) Ewan Mitchell welcomes the Government's promise to introduce legislation banning the exclusion of a customer's common law rights by clauses in so-called guarantees or warranties.

I must say that, as a consumer, I would expect a "guarantee" to increase rather than limit any rights I might have against someone who sold me faulty goods. But surely the retailer should have similar rights against his wholesaler and the wholesaler should be entitled to pass claims on to the manufacturer where appropriate? The vast majority of customer complaints result from manufacturing faults and it is only fair that the manufacturer should take the blame.

We understand that the forthcoming legislation will be based on the recommendations of the Law Commission's report on Amendments to the Sale of Goods Act (Law Commission No. 24). If this is so, the ban on exclusion clauses will apply only to sales by retail or "consumer sales" as the report calls them. Manufacturers will still be entitled to limit their liability by means of "no liability" clauses in their contracts of sale or standard terms of business. Wholesalers will similarly be able to "opt out" of the conditions implied by the Sale of Goods Act.

We would hope that reputable manufacturers (like reputable retailers) would stand by their customers and accept responsibility that is properly theirs. But I suspect that retailers are going to be "lumbered" and that many manufacturers will allow them to be. It is said that retailers can take out suitable insurance—many of them do—but so can manufacturers. Why should retailers pay premiums that are bound to increase when the claims start flooding in?

I think Mr Mitchell's "welcome" needs qualifying.

J. Wright

Director, NPU Group

Ewan Mitchell writes: At present, under the Sale of Goods Act, 1893, retailers have the same rights against their suppliers as their customers have against them. I agree with Mr Wright that this is fair and reasonable—and I hope that the retailers will not in fact "get lumbered" without a recourse against their own suppliers. But the legislation will have to be watched—very carefully.

Price equality

I refer to a Woolworth's advertisement in the *Daily Mail*, March 10. Isn't it remarkable that a firm like Woolworth's can give cuts up to 30 per cent on retail prices for special offers and yet we as chemists

as a group cannot compete with them in any way? Although I think the efforts of the NPU have been commendable, they do not achieve any great measure of success in comparison with Woolworth's or Boots. Why?

The last offer negotiated by NPU was Silvikrin hair spray at a selling price of 22p whilst Boots' sell for 20p and Woolworth's for 17p. Surely the Beecham Group "promises" of 500 per cent increases are not serious? Surely it is only wishful thinking?

I cannot blame NPU, they could only get an agreed reduction from Beecham's and no more. If, however, Beecham's still require the chemists' support because of the o-t-c medicines section, they and other such firms should give us such support so we can sell their toiletry products on the same level as Boots and Woolworth's. Perhaps we could buy at special offer prices which are printed on the cartons, etc; then perhaps we could all get a reasonable deal.

Middlesex Pharmacist

'Deprived' answered

"Deprived" (last week, p 387) has a strong point as we all know, but his remedy is too cumbersome and a simpler one suggests itself.

Let the Department of Health list all drugs and dressings with, against each item, the quantity which would provide an appropriate course of treatment. Prescriptions for quantities below the listed one to be free, those for quantities above to be charged at a fairly high rate.

Patients, and through them, doctors, would very quickly come to know the maximum free quantities. The National Health drug bill would come down rapidly, while pharmacists' remuneration would rise. Everybody would be happy, why isn't it done?

R. Gartside

Liverpool

I thoroughly sympathise with "Deprived". May I suggest that he examines minutely two further points: Container costs and container allowance, and discounts received and discount deducted.

I feel sure that the discrepancies will shock him still further. If one is expected to work to an accuracy of 10 per cent—then surely these two items should also be within 10 per cent.

R. D. Gaiger

Sutton, Surrey

How amused I was to read your correspondent's letter on "Lost Fees" signed "Deprived". That is, until I thought "I can easily conduct just such a survey".

□ Result no 1—estimated £240 fees lost per month ie £2,880 per year.

□ Result no 2—and this I think must take some beating—no less than 57 per cent of items were for supplies to last one month and over! Put that in your pipe negotiating committee.

I would also like to comment on "Deprived's" ideas on striking, ie only to dispense one week's supply. This is excellent, and would, I feel, be supported by the vast majority of members.

Fuming

Trading stamps

We were extremely interested to read your Comment page in the February 26 edition of *Chemist and Druggist*, in which you discussed the position of trading stamps in pharmacy today.

We fully agree with the conclusions you draw, but would just like to comment on the paragraph referring to stamps and prices. As far as our own and independent research is concerned, we can find no evidence at all that stamps put up retail prices. In fact, often, the reverse has been found to apply. For example, the *Which?* survey on groceries (November) stated "prices did not differ widely between stamp and non-stamp shops", and a *Sunday Times* survey on prices said: "It is no coincidence that Tesco was the cheapest... trading stamps can give the housewife clear savings".

If you are aware of any instances where the giving of trading stamps has resulted in an increase in the retail price, we would be extremely grateful if you could let us know, so that we can take appropriate action.

Rebecca Bowring

Public Relations Executive

Green Shield Trading Stamp Co

Edgware, Middlesex

We have not attempted to obtain specific instances of higher prices with stamps—though we know that petrol stations, at least, tend to be dearer for the same product if stamps are given. However, that was not the point we were making. Stamps, in our opinion, do not "create" business, they merely redistribute business that would have gone somewhere anyway.

If a retailer increases his business by giving stamps, he may hold his prices—but this is at the expense of the retailer who lost the business and who can, as a result, no longer give his customers the value or service that he did before.

We realise that this argument could be taken back many stages, but in the end it boils down to whether the intervention of trading stamps raises the total level of consumer spending, which we doubt. If not, the stamp companies' profits must come out of money that could otherwise have been passed on to the consumer by way of price reductions.—Editor.

Rare praise

Correspondence columns nowadays seem to be full of complaints and dissatisfaction. It gives me great pleasure, therefore, to be able to write a letter of commendation.

I have now been dealing with Thomas Kerfoot & Co Ltd (with whom I have no connection) for a number of years, and I would like to place on record my appreciation of their business methods. Orders are replied to promptly and courteously, and complaints (which are few) are dealt with efficiently and without delay—and often, generously. In brief, a good "old-fashioned" firm with whom it is a pleasure to deal, and they will have all the business that I can give them.

Other firms please note!

Highly Satisfied

MARKET NEWS

Mercurials follow metal prices

London, March 22: Makers of mercurials lowered their prices following the fall in the metal announced last week. Typical was the perchloride which lost £0.25/kg and subchloride which was down £0.35.

After a long period of stable prices Cape aloes moved up £40 metric ton for spot. Easier were Peruvian cochineal, Sarawak pepper and Brazilian menthol.

Among essential oils spot Chinese peppermint was again on offer. Ceylon citronella continued its firmer trend, Bourbon geranium was down £0.50 at £17 per kg.

Pharmaceutical chemicals

Adrenaline: (Per g) Synthetic 1-kg lots, £0.059 500 g (£0.067); acid tartrate, 1 kg (£0.44); 500 g (£0.05).

Aloin: 50-kg lots £9 kg.

Aminacrine hydrochloride: £33.50 kg.

Amylobarbitone: 5-kg £3.59 kg; sodium £4.15.

Aspirin: 10-metric ton lots £525 ton; 5-ton £530; 1-ton £540.

Atropine: (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.

Barbitone: 50-kg lots £2.60 kg; sodium £2.60.

Bemegride: BPC £16 kg.

Benzamine lactate: 500-kg lots, £51.15 kg.

Benzocaine: 50-kg lots £1.48 kg.

Bromide: Crystals (£ per kg).

	12½ kg	50 kg	250 kg
Ammonium	0.52	0.43	0.40½
Potassium	0.47	0.38½	0.36
Sodium	0.46	0.38	0.35½

*Powder plus £0.02.

Brucine: sulphate £20 kg.

Butabarbital: 5-kg £5.63 kg; sodium £6.25.

Butobarbitone: £4.68 kg for 5-kg lots.

Chloral hydrate: 50-kg lots £0.75 kg.

Chloroform: BP from £222.20 per metric ton in 280-kg drums to £235.97 in 35-kg drums.

Chlorophenesin: 50-kg lots £3.62½ kg.

Cinchocaine hydrochloride: £42.50 kg.

Cocaine: Alkaloid £222 kg; hydrochloride £202.75. Subject to DDA Regulations.

Glycerin: BP spot lots, per metric ton: 5,000-kg £211.60; 1,000-kg £214.55; 250-kg £220.45; under 250-kg £250.

Guaiaacoli salicylate: £1.40 kg for 250-kg lots.

Homatropine: (500-g) Alkaloid £59.10 kg, hydrobromide £46.75; hydrochloride £55.30; methylbromide £48.65; sulphate £57.25.

Hypophosphites: Per kg 12.5 kg 50 kg

	£	£
Calcium	1.14	1.06
Iron	2.35	2.27
Magnesium	1.98	1.87
Potassium	1.57	1.45
Sodium	1.27	1.17

Hyoscine hydrobromide: £314.25 kg.

Hyoscyamine sulphate: per kg £55.50.

Iodine: Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.

Isoprenaline sulphate: 5-kg £16.50 kg.

Mercury salts: Per kg in 50-kg lots; ammoniated powder £3.95; oxides—yellow £4.65 and red £4.85; perchloride £3.35; subchloride £4.20; Iodide £4.85 (25-kg lots).

Methadone hydrochloride: Subject to DDA regulations £0.15 per g for 100-g lots.

Methyl salicylate: Per metric ton in 5-ton lots £425; 1-ton £430, 500-kg £435.

Narcotine: Alkaloid and hydrochloride in 25-kg lots £15 kg

Neomycin sulphate: BP 5-g £27.50 g.

Pentobarbitone: 5-kg lots £4.76 kg for acid and £5.05 for sodium.

Phenobarbitone: 50-kg lots £3.60 per kg; sodium £4.10.

Phocodine: 1-kg £198.36; 7-kg £189.20 kg; 60-kg £180.

Phthalylsulphathiazole: 50-kg lots £1.90.

Physostigmine: 100-g lots salicylate £690 kg; sulphate £880.

Pilocarpine: 1-kg lots hydrochloride £102; nitrate £95.

Piperazine: Under 50 kg; adipate £0.963 kg; citrate £0.92½; hexahydrate £0.663; phosphate £0.02½.

Quinalbarbitone: Sodium and acid £5.15 kg for 25-kg lots.

Strychnine: (kg) alkaloid £12.25; sulphate and hydrochloride £10.50.

Succinylsulphathiazole: 50-kg lots £2.70 kg.

Sulphacetamide: Sodium BP £2.98 kg.

Sulphadiazine: 50-kg lots £3.47 kg.

Sulphadimidine: 250-kg lots £2.95 kg; sodium £3.05.

Sulphaguanidine: BPC in 250-kg lots £2.13 kg.

Sulphamerazine: In 50-kg lots £3.12½ per kg.

Sulphamethizole: BP 50-kg £4 per kg.

Sulphanilamide: 50-kg lots £1.03 kg.

Sulphaquinoxaline: B Vet C in 50-kg lots, acid £4.07½ kg; sodium £4.50.

Sulphathiazole: 100-kg £2.025 per kg; 50-kg £2.07½.

Terpineol: 50-kg lots £0.47 kg.

Thiamine: Hydrochloride and mononitrate

£4.07½ kg; sodium £4.50.

Zinc carbonate: BPC 25-kg sacks £0.26 kg.

Zinc chloride: granular 96-98% £135 metric ton.

Zinc sulphate: heptahydrate £44 metric ton.

Crude drugs

Aconite: Spot £1,050 metric ton; £1,050. cif.

Agar: (lb) Kobe No 1 £0.85 cif; European £0.73.

Aloes: (metric ton) Cape primes £270 spot; £215 cif. Curacao £790 spot; £750 cif.

Balsams: (lb) Canada: £1.80 spot; shipment £1.75 cif. Copaliba: BPC £0.50; Para £0.40. Peru: £1.15 £1.10, cif. Tolu: BP £0.70.

Belladonna: Leaves £0.15 lb spot and cif. herb £0.11 spot, and cif; root £0.12 spot; £0.11, cif.

Benzoin: BPC, £36.50 cwt; £32-£33, cif.

Buchu: Spot rounds £1.40 lb.

Camphor: BP natural powder £1.25 kg spot; £1.05, cif. Synthetic BP £0.57 kg in 500-kg lots.

Cardamoms: (Per lb cif) Alleppy greens No 1, £0.75 prime seeds £1. Ceylon No 1 £1.10.

Cascara: Spot £325 metric ton; shipment £305, cif.

Cassia: Lignea, whole nominal.

Chamomile: Hungarian £0.45, lb.

Cherry bark: spot £0.20 lb; £0.17, cif.

Chillies: Zanzibar £575 ton spot.

Cinnamon: Seychelles bark £315 ton, cif. Ceylon quills four O's £604.80, quillins £313.60.

Cloves: Madagascar £1,450 metric ton, cif.

Cochineal: Tenerife black-brilliant £6.25 kg spot; Peruvian silver ore £5.30; £5.25, cif.

Cocillana: Spot £0.35 lb.

Colocynth pulp: Spot nominal; £650, cif.

Dandelion: Root £440 metric ton spot; £410, cif.

Ergot: Spot £3.10 kg.

Gentian: Root £425 per metric ton spot; £405, cif.

Ginger: (ton) Cochin unquoted. Jamaican No. 3 £1,050 spot; £850, cif. Nigerian split £170; £160, cif; peeled £300, £255, cif.

Ipecacuanha: (per lb) Matto Grosso £2.75 spot; £2.60, cif. Costa Rican £2.35 spot; £2.20 cif.

Jalap: Mexican 15%, resin £850 metric ton, cif.

Kaolin: BP £66 per 1,000-kg sacks.

Kola nuts: West African halves £90 metric ton spot; shipment £75, cif.

Menthol: (kg) Chinese spot £6; shipment £5.95, cif. Brazilian spot £4.35; March-April £4.10, cif.

Pepper: (ton) Forward Sarawak black £330; white £460 both cif.

Sarsaparilla: Spot £0.55 lb nominal.

Seeds: (ton) Anise: China star £175, spot; shipment (125, cif. Caraway: Dutch ex wharf £39. Celery: Indian £360; shipment £295, cif.

Coriander: Moroccan £77, cif. Cummin: Indian £260, cif. Dill: Indian £23, cif. Fennel: Indian £165, cif. Chinese £120, cif. Fenugreek: Moroccan for shipment £63, cif. Mustard: £60, £120.

Essential oils

Citronella: Ceylon spot £1 kg; £0.93, cif. Chinese: £0.93, cif.

Geranium: (kg) Bourbon £17 kg; Congo £14, cif. Egyptian £16, cif.

Lemongrass: £2.20 kg spot; April-May £2.15, cif.

Pennyroyal: £2.50-£2.70 kg to arrive.

Peppermint: (per kg) Arvensis Chinese. Spot £2.50; £2.30 cif. Brazilian £1.67 spot. March-April £1.60 cif. American Piperata from £3.85.

Spearmint: American £5 kg, cif; Chinese spot £3.45 kg; shipment £3.40 cif.

COMING EVENTS

Sunday, March 26

Anglia Region, Pharmaceutical Society, in association with School of Pharmacy, University of London, Brunswick Square W1. Refresher course, including review of Drug Tariff and its Amendments.

Welsh School of Pharmacy, The University of Wales, Institute of Science and Technology, Cardiff. One week course "Preparations for the hair".

Monday, March 27

Powtech 73, International Powder Technology & Bulk Solids Exhibition and Conference, Exhibition Centre, Harrogate (until March 29).

Tuesday, March 28

Fife Branch, Pharmaceutical Society, Oller-ton hotel, Kirkcaldy, at 7.30pm. Mr J. R. Abel on "Re-organisation of the National Health Service."

Wednesday, March 29

Birmingham Pharmaceutical Committee, Birmingham Medical Institute, 36 Harborne Road, Edgbaston at 7.45pm. General meeting. Mr J. Charlton on "Recent changes in NHS remuneration."

Sheffield Branch, Pharmaceutical Society, Royal Victoria Hotel, Sheffield, at 8pm. Ladies' night. Lady Isobel Barnett on "The fascinating people I meet."

South East Region, Pharmaceutical Society, Brighton Polytechnic, Moulsecoomb, Brighton, at 8pm. Dr K. J. Thrower on "Prostaglandins" (lecture course).

Advance information

Teach-in for glass users. Rockware Glass have announced a programme of residential technical glass courses to provide senior managers in the food, drink and pharmaceutical industries with a comprehensive brief on the nature, manufacture and usage of glass packaging. Registration fee is £10.

Courses will take place April 5-7, May 24-26, September 18-20 and November 1-3. Places may be reserved through Derek Jackson, marketing services manager, Rockware Glass Ltd, Rockware Avenue, Greenford, Middlesex.

Information!

*Where are the main overseas
Pharmaceutical
organisations located?*

*You will find the
answer in*

**CHEMIST & DRUGGIST
DIRECTORY 1972**

**Special offer to C&D
Subscribers only**

£3.00 plus 40p postage and handling.

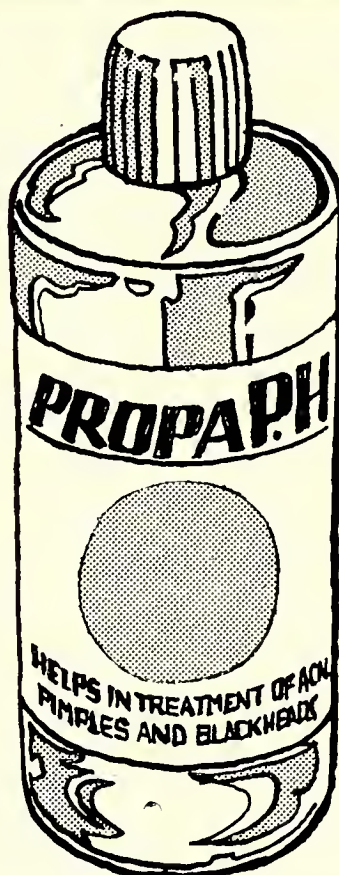
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CHEMIST & DRUGGIST
Bouverie House, 154 Fleet Street
London EC4A 2DL

IMPORTANT TO ALL CHEMIST RETAILERS

Lotion for the
treatment of
acne spots
and pimples

DOES NOT CONTAIN
HEXACHLOROPHENE



You may continue
to display, sell
PROPA PH, backed by
heavy national
advertising.

BIO PRODUCTS (PROPA PH) LTD.
VESTRIC LTD., RUNCORN, CHESHIRE.

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Aronde is launching a terrific new advertising campaign boosting their wonderful range of cosmetics and toiletries—and your profits!

There's large scale press advertising in 13 of Britain's most popular journals—Annabel, Flair, Hers, 19, Vanity Fair, Vogue, Fabulous/208,

Mother, She, Nova, Petticoat, Harper's and Queen and Women's Own. Which altogether will arrest the attention of some 16 million women!

We'll also be using the exciting new magazine, Cosmopolitan, which is due to be launched in

1972!

So watch out, your Aronde beauty counter will be invaded by women wanting to know more about Aronde's high quality products. Make sure by stocking up with Aronde's fabulous range of cosmetics and toiletries now!

aronde

Aronde Laboratories Ltd., Sherbourne Avenue, Ryde, Isle of Wight.
Tel: Ryde 3761

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- TWO-WAY STRETCH ELASTIC YARN
- NYFINE LIGHTWEIGHT TIGHTS
- NYLON LIGHTWEIGHT STOCKINGS
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Also Abdominal Belts · Spinal Supports · Elastic Band Trusses
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The only
BEVELLED TONGUE DEPRESSOR
in the world.

Applicators also available

AYRES BIOPSY CERVICAL SCRAPERS

This high quality scraper immediately available
in large quantities. Special prices for bulk orders.

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Absolute Alcohol

Fermentation and synthetic
qualities both available to British
Pharmacopœia specification.

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Fine Alcohols Division 60 Montford Place London SE11
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HAIRDRESSING

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TEL: 985 8808/8809

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RELEASE O
PELLETS R **MOUTH ULCERS**

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IODINE, fine flakes, assay 95.5% minimum.

Very competitive prices, 50-1000 kilograms.

Special contract terms.

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UNICAN have the right quality
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UNICAN have the right distribution
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The associated company of Grey Owl Laboratories Ltd.

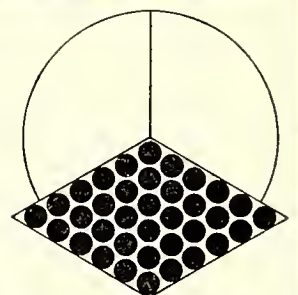
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Diamond shaped shelves,
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**KARU-SELL provides
41½ sq. ft. of impact display
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Please supply me with further details of revolutionary Karu-Sell
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COMPANY _____

ADDRESS _____

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KC3/72

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Display £4.50 per single column inch, minimum 1 inch (1 x 1½ ins). ¼ page (4½ x 3½ ins) £40. ½ page (4½ x 7 ins) or (9 x 3½ ins) £70. Whole page (9½ x 7 ins) £120

Lineage £0.35 per line, min. 5 lines at £1.75

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Series Discounts 5% discount on 3 insertions or over
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Screen 100

Headings all advertisements appear under appropriate headings

Copy date 4 pm Tuesday prior to publication date

Advertisements should be prepaid

Publication date Every Saturday

Post to Classified Advertisements,
Chemist and Druggist,
Bouverie House,
154 Fleet Street London EC4A 2DL
Telephone 01-353 3212

Circulation ABC
January/December 1971 15,167

Situations vacant

MARKETING MANAGER ADHESIVE PLASTERS

A professional Marketing Manager required to assume responsibility for the marketing and promotion of a wide range of Adhesive Plasters.

Centred in North Derbyshire this is an interesting and challenging appointment. Previous experience in the Adhesive Plaster Industry is desirable, but more essential is a successful record in the marketing of products to the consumer and hospital markets.

Age 28-45; salary commensurate with experience and the importance of the job. Contributory pension scheme and car allowance.

Applications giving details of education and career to date to:

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ROBINSON & SONS LIMITED,
CHESTERFIELD.

Robinsons

OF CHESTERFIELD 

Chesterfield, Derbyshire. Tel: 0246 2105 Telex: 54598

EXPERIENCED PHARMACEUTICAL dispensing assistant wanted for dispensing doctor. Box No. 1914.

Representatives calling on Chemist required to help launch new British patented anti-snoring device. Good profits. Write in reply to:

The Principal,
171-177 Hornsey Road,
LONDON, N.7.

DISPENSING-ONLY PHARMACY

Professionally orientated pharmacist wanted to manage a new busy dispensing-only business in a pleasant Lincolnshire town. All day Saturday off. 7 p.m. closing. Four weeks holiday.

Box No. 1913.

MINISTRY OF DEFENCE ROYAL NAVY MEDICAL SERVICES

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Vacancies for Senior Pharmacists exist at Royal Naval Hospital, Haslar (Hants), and the RN Medical Store, Greenock. Also for Deputy Chief Pharmacist (Category II) at Haslar.

Interesting and rewarding careers open to successful candidates with opportunities for promotion.

Salary, conditions of service and superannuation are linked to those of National Health Service.

Applicants (Male or Female) should apply to:

Ministry of Defence, CM(S)in,
Lacon House, Room 314, Theobalds Road,
London WC1 8RY.

Hospital appointments

HAMMERSMITH HOSPITAL AND THE ROYAL POSTGRADUATE MEDICAL SCHOOL

Du Cane Road, London,
W12 0HS.

LOCUM PHARMACIST

required as soon as possible for several weeks.

Salary £35.50 per week.
Apply to Chief Pharmacist
Tel: 01-743 2030, ext. 37.

HIGH WYCOMBE & DISTRICT HMC Wycombe General Hospital, High Wycombe, Bucks

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required for this modern Pharmacy. Good working conditions and opportunity to gain wide experience in a busy general hospital. Applicants must possess a recognised pharmacy certification. Salary within scale £894 to £1,254 per annum. Further details from Group Chief Pharmacist, High Wycombe 26161 Ext. 260.

Classified advertisements



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In Area Pharmaceutical Department serving 10 hospitals.

Well equipped with separate fluids unit.

First class experience in all aspects of hospital pharmacy.

Single accommodation available and occasional help with married accommodation.

Work in area surrounded by beautiful countryside, including Sherwood Forest.

Not far from Nottingham. 3 miles from M1.

Salary—Whitley Council Rates of pay and conditions of service—at present £1,563 to £1,944 per annum plus higher qualifications allowance.

More details available by contacting Mr. C. H. Preston-Robinson, The Group Pharmaceutical Officer at King's Mill Hospital, Sutton-in-Ashfield, Notts.

Arrangements can be made for you to see the Department before making an application.

This post has no connection with the post previously advertised which has now been filled.

Applications giving full details to Group Secretary.

'OAK BANK', CROW HILL DRIVE, MANSFIELD, NOTTS.

SENIOR

PHARMACIST

required for Queen Charlotte's Maternity Hospital. Previous hospital experience and practical knowledge of sterile products essential. Whitley Council scales and conditions of service. Applications to the House Governor, 339 Goldhawk Road, London, W.6.

BASIC GRADE

PHARMACIST

is required at Queen Charlotte's Maternity Hospital. This is a post-graduate teaching hospital with Whitley Council scales and conditions of service. Applications to the House Governor, 339 Goldhawk Road, London, W.6.

SOUTH ESSEX HOSPITAL MANAGEMENT COMMITTEE ORSETT HOSPITAL, ORSETT GRAYS, ESSEX

Orsett, a new District General Hospital, requires a full-time basic grade Pharmacist, salary £1,431 per annum rising by annual increments to £1,797 per annum. This post will provide the successful candidate with a wide variety of experience in hospital pharmaceutical work, a good basis for a progressive career in the Pharmaceutical Services. Excellent single accommodation available. Applications in writing stating age, previous experience and the names of two referees, to the Hospital Secretary. Please quote reference number Ph J2.

Business opportunities

MANUFACTURING business required. General medicines, Cosmetics, Household Ware considered.

Locality North of England, Midlands, or South. Ample capital available for immediate investment. Please send rough outline of details to **BOX No. 1904**.

SHORT, Medium or Long term finance required for purchase of established pharmacy business. Extremely good potential. New lease. Box No. 1911.

NORTH MONMOUTHSHIRE
HOSPITAL MANAGEMENT
COMMITTEE, NEVILL HALL
HOSPITAL, Abergavenny, Mon.

BASIC GRADE PHARMACIST

This vacancy exists in an expanding department at a new general hospital. The work of the department includes sterile work and ward pharmacy.

Residential accommodation available.

Terms and Conditions of Service in accordance with Whitley Council Regulations and the appointment is subject to National Health Service Superannuation Regulations.

Salary Scale: £1,431-£1,797.

Application forms may be obtained from the Personnel Department, Administrative Offices, Nevill Hall Hospital, Abergavenny, to whom they should be returned not later than 7th April, 1972.

ST. CHARLES' GROUP PHARMACEUTICAL SERVICE

require a Senior Pharmacist in the Group Pharmacy at St. Charles' Hospital, Exmoor Street, London W10 (Category V).

A busy District General Hospital with 492 Acute beds and large Out-Patient Clinics, situated close to Ladbroke Grove, Metropolitan Line and with frequent buses to various parts of London.

The Pharmacy Department serves four other hospitals and ten specialist centres in the West of London.

Applications to the Group Pharmacist.

CALDERSTONES HOSPITAL, WHALLEY, NR. BLACKBURN, LANCS.

LOCUM TENENS PHARMACIST required to work 10th, 11th and 12th April, and 24th-26th May inclusive, 1972. Please write to Group Secretary, giving relevant details.

Situations wanted

PHARMACEUTICAL Representative, fully experienced, ethicals-toiletries and cosmetics. Conscientious, keen worker. Own car. London—Home Counties. Box No. 1909.

Agents

AGENTS REQUIRED BY ESTABLISHED IMPORTERS

We now require experienced agents to expand our sales of toilet requisites to wholesale/retail chemists and quality stores in the following areas:—

Scotland

Northern Ireland

The West Country

We will pay you a high rate of commission and you will of course have a 'closed' territory.

Please apply, with brief details of experience, to:

Box No. 1915.

Classified advertisements

AGENTS WANTED in

- Yorkshire/Lancashire
- Westmorland / Cumberland
- South West
- Two in Scotland (East and West)

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GEORDIE HOME BREW BEERS

Apply in writing to:
VIKING BREWS LTD.,
28/29 CLIVE STREET,
NORTH SHIELDS,
NORTHUMBERLAND



AGENTS WANTED many areas, proprietary medicines. Commission 10%. Well advertised lines. Contact B. G. SPENCER LTD, Station Road, Sharnstone, Lichfield, Staffs, WS14 0NP. Phone: Sharnstone 480314 mornings. 021-353 2071 evenings.

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AGENTS REQUIRED LONDON AREA

To assist with introduction of new Pharmaceutical line. Must have well established connections.

APPLY BOX NO. 1908

AGENTS REQUIRED (all areas)

to sell established range of medical adhesive dressings to Wholesalers. Please apply to: Box No 1916.

Miscellaneous

FASHION JEWELLERY

Jodez (Manchester) Ltd.
9 Sugar Lane & 34 Shudehill
Manchester 4. DEAnsgate 6564
Largest and most exclusive selection of Necklets, Brooches Chainbelts, Dress Rings, Earrings (all types) Hair-Ornaments, etc. Limited quantity of clearing lines available, parcels from £5.00 and upwards.

Please mention C & D
when replying
to advertisements.

For sale

PAPER ROLLS

For All Cash Registers and Adding Machines Big Savings Top Quality Guaranteed

	6 doz	1 gross
Gross 2000T	£5.36	£9.62
Gross 2000AG	£6.13	£11.55
NCR 22X	£5.57	£9.99
NCR 22D	£5.92	£10.97
N.C.R. 31Z	£6.73	£12.42
N.C.R. 32D	£6.46	£10.86
Oli.etti Prima 20	£6.45	£9.75
ALSO — Regna — Hugin — Anker		
Addmaster — Sweda — Hasler		
NO CARRIAGE CHARGES		
Orders can be mixed		
Cash with order—Rolls by return		
CASHADD		
61 Liverpool Road, Irlam, Lancs		
Tel: 061-748 1921		

1—Lodge Morton mixer Model 1200

6—Russell Mk III High Tips

2—Wix Case Packaging & Sealing Machines.

Offers: Slough 23971—
D. K. Scourfield.

BIMBO PRODUCTS

Offer fabulous 1972 range of lace trimmed nylon covered baby pants at £1.80 per doz. Flock printed nylon covered pants £1.30 per doz. Sleeved feeder aprons with crumbcatcher £1.40 per doz. Wrap-Around aprons with crumbcatcher in nursery printed plastic £1.40 per doz. White plastic pants in three sizes packed one dozen in a plain poly bag 35p per doz. Full range of samples £3.40. Quantity discounts offered. Contract work accepted. Wholesale enquiries very welcome.

Bimbo Products (C.D.)
P.O. Box 26,
Harlow, Essex.
Tel: 027-96 29385.

COSMETIC TRADE MARKS FOR SALE

We are able to offer a number of attractive Trade Marks registered broadly for toiletry and cosmetic products.

For further details please contact:

Horizon Enterprises Ltd.,
P.O. Box 530,
Streatam, S.W.16.

Wanted

WANTED—Olympic A2 Double Bunch Wrapping Machines. Also wanted—Manesty RS2 Tab'et Presses. Swizzels Ltd., Carlton House, New Mills, Nr. Stockport, SK12 3HA.

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75 bedrms—60 with pte. bath/radio/intercom, baby-listening. Lift. Licnd. Fully C. Htd. 3 miles golden sands. Magnifi. surf-coast. Choice of 4 beaches facing south. Sea, country views. Heated indoor swim pool. Games room. Cocktail bars. Film shows. Dancing. Hairdressing salon. Roof garden. Parking. Colour brochure. Dept. C.D. Tel. Woolacombe 491.

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Complete Chemical, Biochemical, and Micro-Biological investigations, for all branches of the Food, Pharmaceutical, and Drug Industries, using the latest techniques of Chromatography, Infra Red, U/V, and Atomic Absorption Spectroscopy, in addition to all standard Analytical procedures.

Highest resolution Black/White, and Colour Photo-Microscopy. Our qualified staff, will be pleased to discuss any problem, from a simple analysis, to a full scale Research and Development Project.

In the first instance, please write or telephone our Technical Director.

Dept. "C",
ROCK BANK LABORATORIES,
BOLLINGTON,
MACCLESFIELD, Cheshire.
Tel: Bollington 2459/50 or 2777.

SELECT-O-PRICE LIBRARY RACK free to shops and supermarkets. Also Rylon Label Dispenser free. Label prices according to quantities ordered. Write Print Stock Ltd., Church Street, Dagenham, Essex. Phone 01-595 0021 Dep 36.

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Low Cost Unit Shopfronts 600 Designs

Take 36 Months To Pay

- * In Anodised Aluminium
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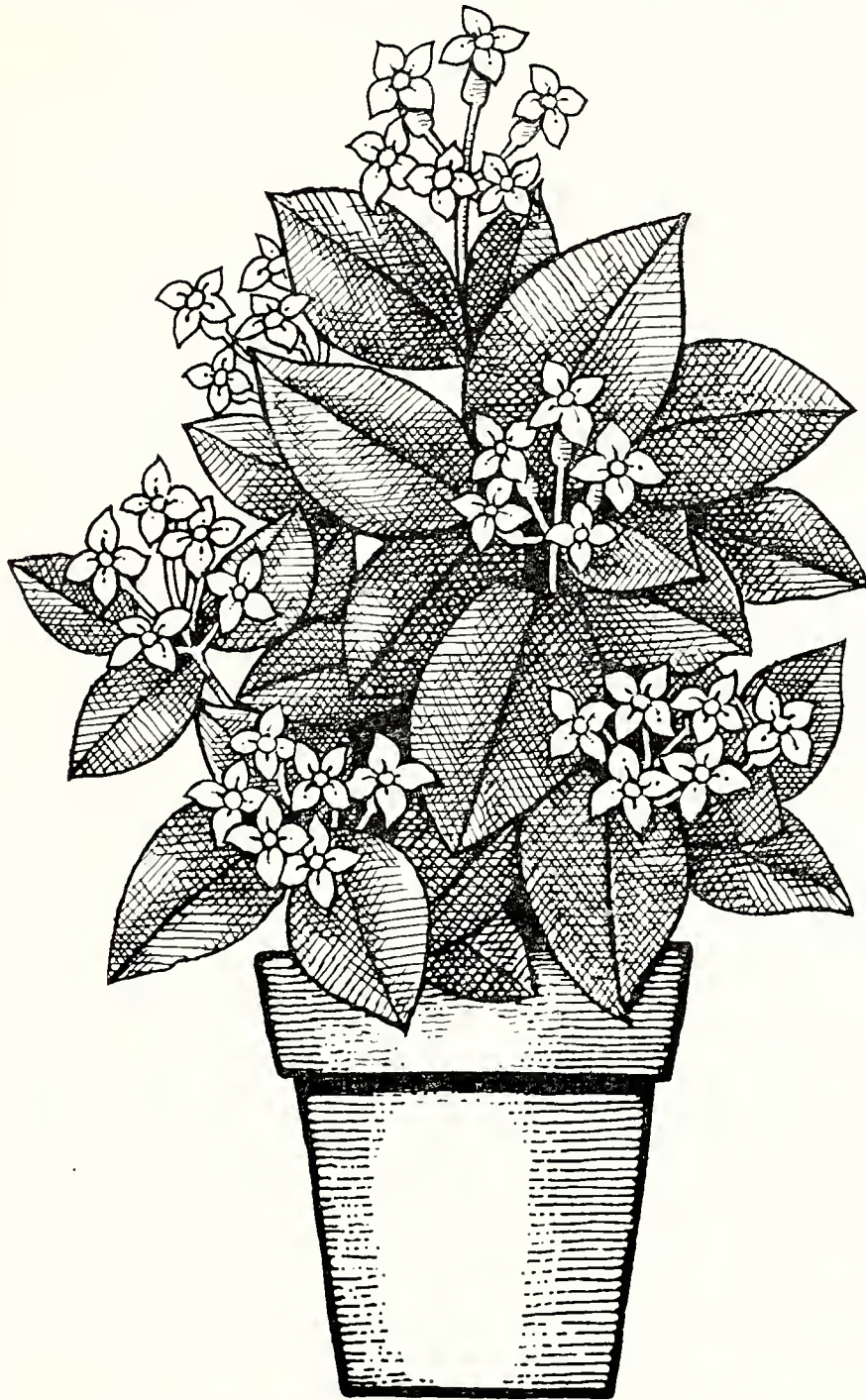
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9 Aintree Road Perivale Middlesex
PHONE: 01-997-9943/7

SHOPFITTINGS — Manufacturers of chemists' fittings offer Special Terms to chemists opening or re-fitting in March, April and May, willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., Temple Building, Temple Road, Bristol BS1 6HF. Tel. Bristol 299377.

ONE-DAY REFITS. No trade loss arrangements. Your shop replanned free. Cash. Rental. Credit. S. G. Clark, Kyles House, Watford, WD2 6NT. Tel: 01-935 0892. 9 am—5 pm. Tel: Garston 79151, after 5 pm.

Our address for Box No. replies is

Chemist & Druggist, Bouverie House,
154 Fleet Street, London, EC4A 2DL.
Tel: 01-353 3212



William Ransom is a very keen gardener

A scientific gardener, who grows and imports large quantities of raw materials – processes them to perfection, and supplies you with galenicals of which he is

justifiably proud.

When you've been in business for one hundred and twenty four years and remained completely independent – you've got to be good.

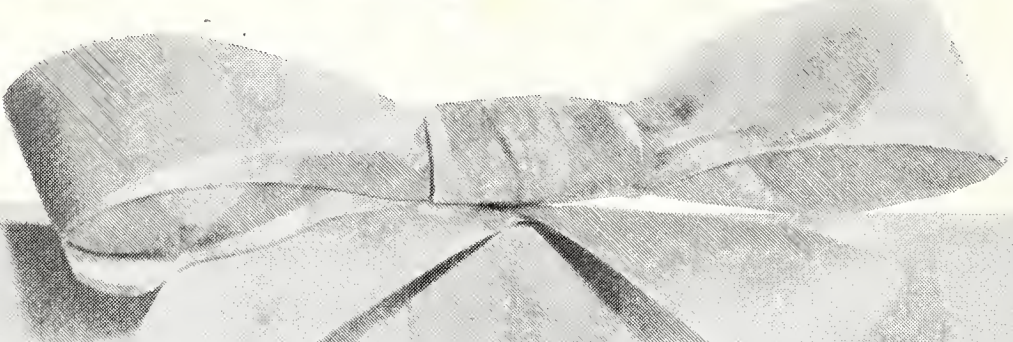


Established 1846
and still independent.

William Ransom & Son, Limited.

HITCHIN · HERTFORDSHIRE · ENGLAND

Where would Lastolita be without your support?



Here's a little something in return!

We know we're dependent on your support. You're a vital part of our service to the public. So we like to do as much as we can for you, to make your sales effort that much more effective, that much easier. We give you such things as window and counter display items. A nationwide advertising campaign in Radio Times, The People, Daily Mail and Daily Express, reaching over 19 million women readers:

A reliable, by-return, delivery service.
A no-quibble guarantee.
And really excellent discounts on six or more pairs.
And, above all, a sales force that calls exclusively on chemists. Ask your Lastolita representative. He's there to give you all the support you need.
In return for your support to us!



Lastolita

LIGHTWEIGHT ELASTIC STOCKINGS AND TIGHTS
The foundation for perfect legs.
Lastonet Products Limited,
Redruth, Cornwall.

Babycare

Supplement to Chemist & Druggist March 25 1972



protection for
baby's skin

Metanium ointment

for the prevention
and treatment
of Nappy Rash

Bengue & Co Ltd

Mount Pleasant,
Alperton, Wembley,
Middlesex.

Tel: 01-902 1638

Manufacturers of
Pulmo Bailly & Bengue's Balsam

Now Trufood nourishment comes in **THREE** profitable sizes

Trufood Spoonfoods, Junior Foods—and new Toddler Meals. Now there are three ranges of Trufood baby meals. So every Trufood mother becomes an even more important customer of yours. Because Trufood is the only major baby meals brand sold through chemists only. And every Trufood sale means premium-profit for you.

Trufood sales keep climbing. More and more mothers are paying extra for the special quality of Trufood baby meals. And full-colour Trufood advertising, in the journals mothers read, keeps on winning new customers for you. So make sure they see all **THREE** ranges of Trufood baby meals in your pharmacy . . . Trufood customers are too good to lose!

Sold through chemists only.
Trufood Baby Foods,
Guildford, Surrey.



Babycare

A growth market to be developed



by A. F. L. Deeson MA PhD DSc

"Did you know that baby toiletries are becoming more and more important to chemists? That it is one of the few areas where chemists are gaining over grocers? And that last year your sales increased by half a million over the year before?"

This quote from a Savlon Babycare advertisement in *Chemist & Druggist* last month sums up the reasons why the pharmacist should look closely at his sales of baby toiletries and ask himself whether he could boost them further. This is a market worth anything up to £13 million a year at retail prices if hardware such as teats and bottles are included, a steadily growing market in spite of the slackening in the rate of increase in live births, and one in which a number of the leading manufacturers sell only to chemists.

Writing in the Babycare supplement to *Chemist & Druggist* of April 3, 1971 John M. Hanrahan, MPS, of ICI Pharmaceuticals Division said:

"There are about 2.8 million babies up to the age of three years in the United Kingdom—and that means the 'average' retail pharmacy (if there is such an establishment) should have a potential baby population of 200 with a sales potential

in baby products of £1,000 per annum at retail prices, exclusive of baby foods.

"The fact that this 'average' pharmacy has a baby products turnover of only £600 per annum is indicative of the serious attempts being made by other trades to capture what has recently been one of the more traditional facets of the chemist's business."

There are encouraging indications, however, that the chemist is making a comeback in this field and that even during the last year the "average" pharmacy has notched up £650 a year in real terms—or in other words reduced the percentage of sales lost to supermarkets, grocers and other similar outlets from 40 per cent to 35 per cent. Within intelligent marketing there is no reason why the average chemist shouldn't increase his share by another 5 per cent in the coming year.

Obviously different products which can be included in the definition "baby toiletries" provide differing opportunities.

Powders, lotions and creams

This is the traditional end of the market, worth about £2.7 million at rsp and one which is dominated by Johnson & Johnson with about 80 per cent of the market. Listed in order of total sales their range comprises Johnson's Baby Powder, Baby Lotion, Baby Soap, Baby Oil, Baby Shampoo, Baby Cream and Baby Gel.

Mr Bill Thompson, product manager of Johnson's Baby Toiletries says. "Sales of Johnson's Baby Toiletries through chemists have been growing vigorously and we anticipate this will continue. Chemist outlets have been traditionally the mainstay of our operation. We are investing heavily to both above and below the line to promote our products in the market and we are confident that all chemists who stock our lines will feel the benefit."

In February this year *Campaign* reported that Johnson & Johnson would be increasing its spending on baby toiletries advertising to around £400,000 this year. While the company neither confirmed nor denied this figure they will undoubtedly be advertising extensively and their television campaign is now in full swing.

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In 1966 they began advertising their baby toiletries as suitable for adult usage and their copy theme "Are you still a Johnson's baby?" is continued in this year's advertising. Indeed, the use of their Baby Lotion and Baby Oil by adults exceeds the usage for babies. Johnson's Baby Powder, too, tends to be used by adults, although the highest recorded adult usage is among mothers with children under five years of age—so that when baby powder is bought for use on a child it tends to be used by the rest of the family too.

A comparatively new but important range is ICI Savlon Babycare, which is distributed only through chemists—cream, lotion, talc and shampoo. The Babycare Cream was the first to be launched 18 months ago—a reformulation of Savlon Antiseptic Cream, especially for baby use. (The brand leader in antiseptic nappy rash creams is Drapolene by Calmic.) The Savlon Babycare Talc, Shampoo and Lotion were launched at the beginning of 1971. This year the range will be advertised consistently in the appropriate press and distributed to mothers in the Bounty boxes operated by Bounty Services.

Maws' nursery range, including Maws' Baby Powder is sold exclusively to chemists. In 1970 Maws undertook a complete rationalisation and repackaging of their products and as a result their sales of the toiletry range increased three-fold in 1971. Their particular target is the 20-30-year-old mother with a child of up to two years, and they believe there is still ample scope to expand this market. Like other leading manufacturers, Maws are increasing their advertising appropriation for 1972 with both television and press campaigns.

Woodward's—best known for their Gripewater—manufacture a baby cream which at 29p for just over 8oz represents excellent value for money and will be included in a "high level" of advertising this year both in consumer magazines and the professional Press.

A basic product of very long standing, yet one which is still frequently used for tender portions of a baby's anatomy is Vaseline Petroleum Jelly, marketed by Chesebrough Ponds Ltd. VPJ is a brand leader in a market worth over £1 million, of which chemists have about a third.

Concentrated bathing liquids

Comparatively recently introduced, concentrated baby liquids which dispense with a need for soap, have grown swiftly although they still represent a very small part of the total baby toiletries market.

Infacare, Phisohex and Ster-Zac are

Continued on p 5

The more we promote the more you sell.

Here are some of our advertising and promotional plans for 1972.

Full colour ads. in most women's and mother and baby magazines.

A full colour consumer leaflet to be distributed through chemists.

Nationally advertised promotions across the range of products.

Trade and consumer promotions on selected products.

Pre-Natal sampling of selected products via the Expectant Mother Advisory Service.

That's a lot of promotion.

And all you have to do is display all the products.

The more they see, the more you'll sell.

MAWS



1970

1971

1972



This is a sector where grocers have been losing out to chemists. Lilia White have estimated that in 1966 chemists had 57 per cent of the market while grocers had 43 per cent. 1967 and 1968 were years of decline but in 1969 chemists' sales had begun to pick up and by 1971 had reached 60 per cent. This year it is projected chemists will pick up another 3 per cent.

Baby pants

The size of the baby pants' market has been variously estimated at between £1 million and £4 million *rsp*. This is a wide gap, but because this sector is fragmented among many manufacturers it is difficult to obtain authoritative figures.

In the last 12 months Maws have increased their sales 80 per cent and now have 6 per cent of the market. The Sof'down Tie Pant from Griptight complements their disposable nappy and is unique because it is tied and does not rely on elastic for support. Golden Babe have Snuggi Pants for disposable nappies and Bouncer Pants for Terry towelling nappies.

Southalls Sales market two ranges of elasticated baby pants which are largely sold through chemists—Southalls Special Baby Pants and Southalls Pastel Softies, both designed for Terry towelling napkins. MacDonald & Taylor is another manufacturer well known to chemists throughout the country.

National advertising in this sector is minimal and activity is concentrated on trade bonusing.

Nappy liners

Some manufacturers promote nappy liners vigorously, either because they believe that the disposable breakthrough is still a long way away (the view of ICI Savlon) or because they believe that they provide the logical introduction to disposable nappies.

On a plateau for some years, sales started to move up in 1970. The trend was continued in 1971 and growth has been about 10 per cent per annum, so that now the market is worth perhaps £1.2 million. Johnson & Johnson are the leaders with Maws at about 10 per cent and Paddi is important. In the last year Maws have doubled their volume of sales.

The Savlon nappy liner has achieved national distribution as from the end of February this year. Like other Savlon products it is available only to chemists. A big advertising campaign is on the way.

Johnson & Johnson, who tried a disposable nappy but later withdrew, believe there is a great potential for liners and that the market could grow to £6-£8 million a year.

Griptight, like ICI Savlon, are newcomers to this sector of the market and on March 1 this year introduced the Sof'down Nappy Liner.

Teats and feeders

Since breast feeding is generally on the decline it is surprising that the teats and feeders sector of the market is relatively small at around £½-£1 million.

Chemists account for around 85 per cent

Continued from p 3

the brand leaders, but it remains to be seen whether they will maintain their growth in the face of the committee on Safety of Medicines warnings on the use of hexachlorophane in infant care, and the subsequent product reformulation of Infa-care and Ster-Zac.

In a rather similar context the R. White Group of Companies are considering the possibility of marketing bottled Evian water through chemists for use in infant care. The idea is not so way out as it might appear at first sight in view of the growing concern about the chemical pollution of much of our tap water. Evian is a pure, stable French spring water and in France is widely used by women for cleaning off make-up etc.

Cotton swabs

Cotton swabs have been on the market since 1953 when Johnson & Johnson introduced their Cotton Buds. J & J have maintained their brand leadership against growing competition and rapidly increasing popularity among young mothers.

The *rsp* value of this sector of the market is now probably around £1 million and Johnson & Johnson believe that if adults could be persuaded to use the product it could leap to £3-£4 million.

Chesebrough Pond's Q-tips have a close second place in this sector with more than 40 per cent of the market and Maws are opening up the market still further with their Tufty Tips (launched 1971) and—incidentally—doing a very worthwhile educational job in their advertising to the mother, which will undoubtedly benefit the whole market. Maws estimate they have already secured 5 per cent of this sector.

This is an area with considerable potential and one in which there is fierce competition from supermarkets and grocers. Although chemists' sales are growing fast there is some evidence that many underestimate the possibilities.

Woodward's Baby Wipes are a somewhat similar type of product, designed to cope with anything from babies' faces to bottoms. They were launched last year and

this year Baby Wipes will be distributed in the Multilink and Expectant Mothers parcels.

Disposable nappies

Of the sundries, disposable nappies have one of the largest market shares.

Disposables account for about £3-£4 million *rsp* annually with Paddi Pads (Robinson) as brand leaders with an estimated 60 per cent share of the total market followed by Tufty Tails (Maws) and Golden Babe (Lilia White).

In fact the gap between Tufty Tails and Paddi Pads is said to be very small—and Maws claim that their product accounts for 60 per cent of chemists' sales of disposable nappies.

The Sof'down Disposable Nappy from Griptight is another important product in this sector and by far the greatest proportion of sales is to chemists. Interbro, who manufacture Caroline Disposable Napkins and who traditionally distribute to the grocery trade are now looking towards the chemist as an increasingly strong outlet in this sector.

In theory the disposable nappy should be the answer to the harassed mother's prayers, yet, in fact, they account for just less than 10 per cent of all nappy changes made in this country. Many mothers say this is because a really effective disposable has yet to be manufactured, but on the Continent 50 per cent of nappy changes are in disposables and in Scandinavia no less than 90 per cent.

Manufacturers believe that if only the breakthrough could be accomplished, this market could be worth anything from £20-£40 million a year.

Lilia White believe that it is the chemist who can most effectively spread the word about the hygienic and labour saving benefits of disposable nappies to the advantage of manufacturer and retailer alike. Certainly a confirmed user of disposables is a great potential customer for the chemist. The minimum use of disposable napkins is five a day so the regular user will visit her local chemist probably twice a week all the time her baby is in nappies. Sample packs of Golden Babe are available to chemists for their own promotion.

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Continued from p 5

of the total sales of teats. Maws are the brand leaders with a claimed 90 per cent of sales to chemists and 70 per cent of the total market.

In feeders Maws are also leaders claiming 50 per cent of sales through chemists and 40 per cent of the total market. Probably 80 per cent of total sales go through chemists.

In spite of the price (£2.49), the Playtex Nurser (Playtex Ltd) is enjoying a good sale. It went national in 1971 following testing and has been heavily supported since with television advertising and consumer competitions. This feeder, which claims to be more like the mother's breast feeding and reduces air intake and hence indigestion is probably bought mostly by the young, adventurous mother in the AB socio-economic group.

Griptight have found that the polycarbonate feeder bottle has obtained much greater acceptance in the South of England and in the North mothers prefer the traditional polythene. They say also that the South has accepted the wide necked feeding bottle much more readily. Griptight have the Freflo wideneck range available in high density polythene and polycarbonate. Griptight narrow necked bottles are available in polythene, polycarbonate and glass.

Cannon Rubber Manufacturers are important in this field and are brand leaders in many countries overseas, having twice won the Queen's Award for Export Achievement. They are engaged in an extensive relaunch programme this year for the Babysafe range. Some eight years ago Babysafe had 40 per cent of the teat market with chemists and during the next 18 months they hope to substantially regain their former position. The new Babysafe range will be available only through chemists. Cannon Babysafe feeder sets were re-launched in February this year.

William Freeman Ltd claim to have the largest range of baby feeding requisites in this country and are very important in this sector.

Take advantage of the trend

In baby toiletries and sundries there is definitely a swing towards the chemist. For your own sake take advantage of it to the utmost.

First and foremost push the services, the standards of knowledge and advice which only a pharmacist can offer. Mothers are always anxious for their babies. You and your staff can give assistance on a personal, friendly basis. This factor is undoubtedly the nub of the general swing towards chemists in this market.

It is not only important that you should keep a good selection of the nationally advertised baby products but that you should be seen to do so. Bear in mind, however, that mothers like to ponder before purchasing and your "baby bar" should be out of the main stream of customer travel. Obviously all related products should be grouped together and many of the "range" manufacturers can provide excellent display stands.

Facing competition —a six-point plan

Six factors that the chemist should keep constantly in mind when seeking to maintain his initial advantage over grocery competitors in sales of infant foods are suggested by Mr Ron Bushell, branch manager of H. J. Heinz Co Ltd, responsible for the development of the company's infant food business through chemists in south-east England.

The factors he lists are: Range; site; space/layout; pricing; promotion; maintenance.

Citing his own firm's products, he points out that the range is divided into 75 varieties of strained and junior cans, seven of toddler foods and 36 of strained and junior jars—accounting for 89 per cent, 4 per cent and 7 per cent of the company's sales respectively.

Question of choice

So, over to Mr Bushell, who says: It is necessary to stock a good variety of all categories as mothers shop where they have a wide selection from which to choose. The theory that 80 per cent of sales come from just 20 per cent of varieties certainly does not apply to infant foods where the variation in sales between the top seller and the lower sellers is small. For example, in the canned range, sales of our four slowest selling varieties alone are equal to the sales of the top seller. Also, until last month, the "toddler" volume came from just four varieties which meant that the average rate of sale by variety was almost equal to the average for cans.

Having decided on the range to carry, siting the department is the next important step. Mothers do not normally have shopping lists of their infant food needs so they like to spend some time browsing over the fixture. The department should therefore be sited in a position where they will not be in the way of other customers but at the same time it should be sufficiently prominent to attract mothers into the store. It has been proved that a wall fixture site produces far better results than a section on a gondola fixture.

In the ideal layout all baby products are grouped into one section. We advocate that infant foods are blocked vertically into strained, junior, toddler and jars as this provides easy identification for the customer.

The whole success of all this planning relies, however, upon the products being on sale all the time—out-of-stocks cost business. So the planning for the department must also look at the shelf filler's job and try and make this as easy as possible.

Over the past year there has been an important development in selling infant foods that has played a particularly important part in chemists—the use of

"multiple-pricing". The grocery trade has not yet really accepted this, but it has become fairly common practice for chemists to offer their customers a saving on multiple purchases—for example, 6 cans for 20p. Not only has this encouraged mothers to buy more but, since the advent of decimal currency, it has enabled chemists to offer a reasonable price reduction without having to knock a half new penny off each can (which could reduce profit margins to unacceptably low levels).

As infant foods are a very competitive product, used to draw customers into shops, there will always be those who are prepared to cut margins to increase turnover. Profit margins vary depending upon the case rate for the goods purchased, and also on whether they are sold at full or cut prices, but generally we find that a business stocking cans, jars and the toddler range can achieve an overall profit mix of 15-20 per cent even when regularly price cutting on the cans. This is not as high as that shown by many other products stocked by the chemist but the high rate of regular weekly business generated results in good cash profit.

Finally, this regular business can be further enhanced by the constructive use of promotional material, advertising, etc, all of which will add variety to the section and keep the customers' interest.

New moves with Metanium

Bengué & Co Ltd, Alperton, Wembley, Middlesex, are introducing on April 1 a new 35g jar of their Metanium ointment which will be packed in an attractive carton suitable for counter display and, as a presentation, will fit neatly into the existing display range which has proved popular. The familiar "Metanium baby" motif is used on the new addition to the range.

Metanium is designed to combat nappy rash and consists of a combination of titanium compounds in a siliconised base. Titanium has an amphoteric action, by which it is capable of absorbing moisture from the skin and discharging it again when exposed to the atmosphere.

By this means the excessive moisture that occurs when the skin is covered by a napkin is controlled, and the contained silicone provides, in addition, an extra protection.

The Certificate of Purity and Quality issued by the Royal Institute of Public Health and Hygiene has been awarded to the product for many years.

Metanium ointment is presented in 13g tubes, 35g and 500g jars; the powder in 100g sprinklers.

NOBODY CAN BABY YOU BETTER THAN *Johnson's*



We've been happily filling babies' needs for generations. And by consistently using the finest and purest ingredients for all these years, we've become the trusted authority on baby skin care.

So much so that JOHNSON'S account for over 80 per cent of all the baby toiletries sold, which makes us a pretty good filler of chemists needs, too.

And we don't see how this extremely pleasant situation can ever end. Because when JOHNSON'S babies grow up they stay JOHNSON'S babies. Even long after they have had little JOHNSON'S babies of their own. And so it goes.

But just to make sure everyone doesn't forget us, we talk to them in magazines and on the telly whenever we can.

As long as everyone keeps having babies, JOHNSON'S will continue to baby them. And that's a promise.

And we don't think there's anybody around who can baby you better than that.

How an independent retains his share

A. Simmonds, an independent pharmacy in south London, have achieved excellent results from installing a complete baby department, sited as shown by the shaded area on the floor plan illustrated. The section is easily seen from outside the shop, so attracting mothers into the store.

But, at the same time, being sited in its own corner it is out of the main flow of traffic and so allows mothers to make their full selection in comfort.

A comprehensive range of baby products is stocked. For example, on the feeding side alone four brands of pre-

pared foods are carried in addition to the cereals, rusks and milk products.

The food section is laid out in vertical blocks of strained and junior varieties, name tags have been used on the shelf edges for easy identification and shelving-by-age cards have been used.

Many of the details on layout which are basically designed to help the mother, also assist shop staff in maintenance. The variety name-tags immediately highlight which varieties are missing—if any; blocking vertically enables staff to fill one complete section without having to constantly move along the fixture; two facings of each variety means that approximately a case (24 cans) of each will go onto the shelves, sufficient to avoid out-of-stocks occurring quickly.

Simmonds are currently showing a 63 per cent increase in sales of infant foods in the 10 months May to February compared to the same period last year. They have always carried a very full range and the size of the department has not been increased. The only innovation over the past year has been the introduction of a "multiple pricing policy", which offers mothers a saving on purchases of six cans at a time. This offer is prominently displayed above the fixture.

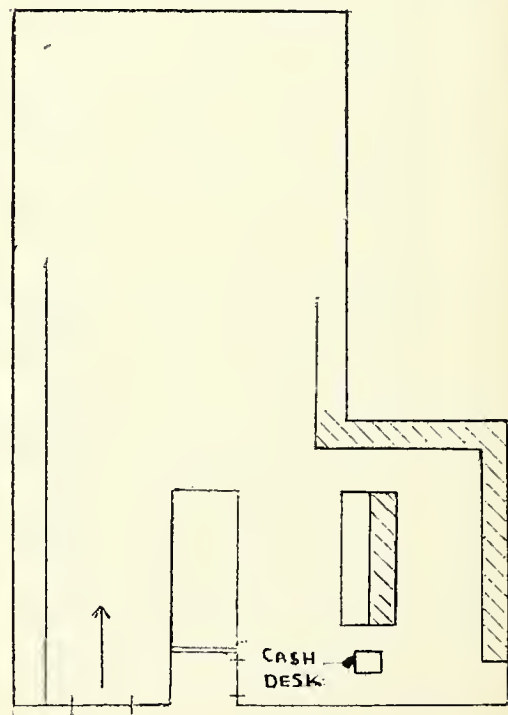
As most mothers purchase at least six cans a week once their babies are truly established on infant foods, this offer has been very popular and is ensuring that mothers purchasing from Simmonds are buying their entire week's needs.

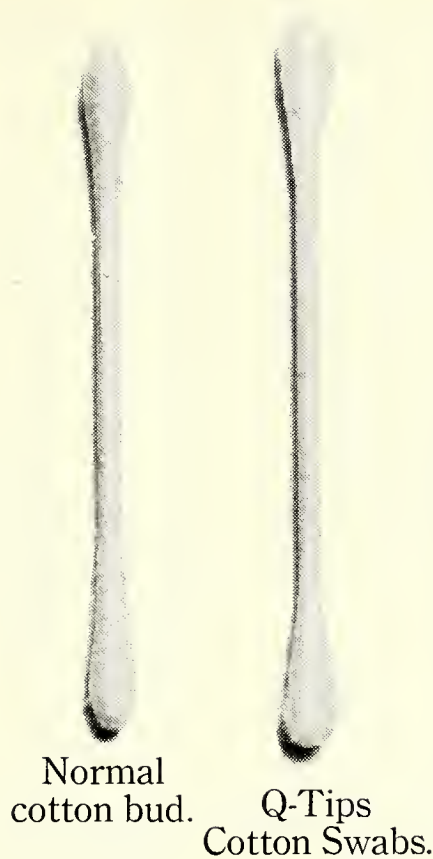
Simmonds, as an independent, rely solely upon their ability to buy at competitive prices either direct from the manufacturer (normally during trade-deal offers) or from local "cash-and-carries". They have shown themselves to be one of the most competitive shops in the area on baby foods—volume turnover has proved that there is still scope for the independent in these days of large scale multiple operations.

The shaded area indicates the siting of the baby care section



Above: a general view of the baby products department in A. Simmonds, Walworth. Below: vertical blocking, shelf name-tags and shelving-by-age "talkers" in the Heinz infant food section

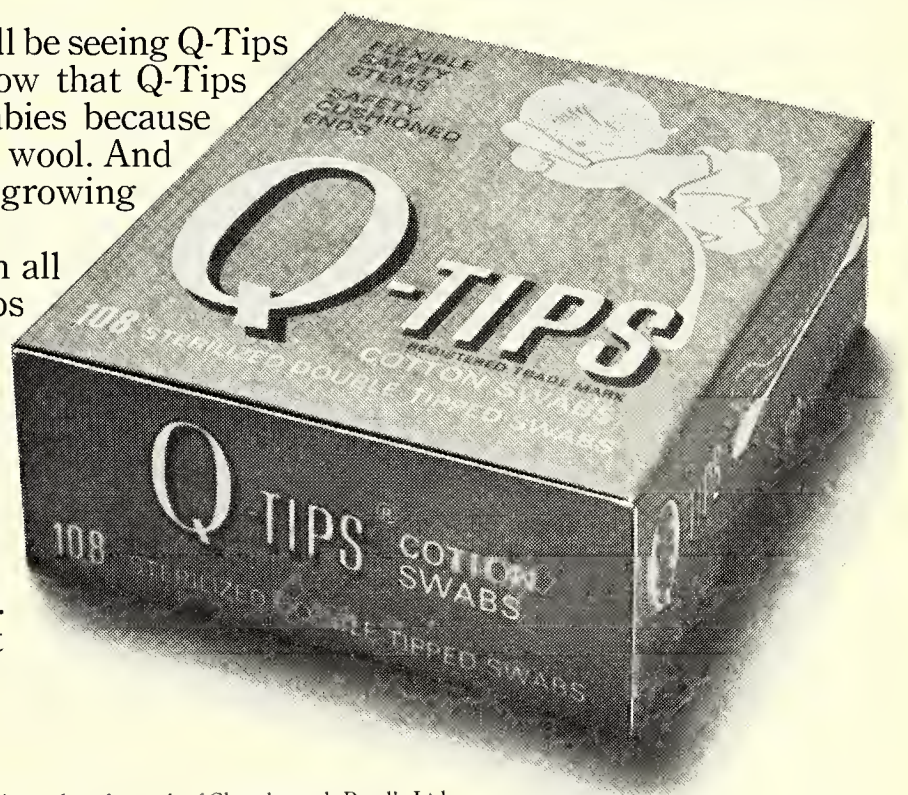




Compare Q-Tips® Cotton Swabs to normal cotton buds and see why more mothers will be asking for them.

Thousands more mothers will be seeing Q-Tips advertising this year. They'll know that Q-Tips are softer and safer for their babies because they have up to 50% more cotton wool. And that's why Q-Tips is the fastest growing brand of cotton swabs.

Double pages in full colour in all the baby books will tell the Q-Tips story. Half pages in Maternity & Mothercraft, Mother, Woman, Woman's Own, True Story, True Romance, Woman's Story and Reader's Digest will start now, and go on to October. And that's another reason why mothers will be asking for Q-Tips. So order plenty now. They've got up to 50% more cotton wool.



Take care of Savlon Babycare and the pounds will take care of themselves.

Did you know that baby toiletries are becoming more and more important to chemists? That it is one of the few areas where chemists are gaining over grocers? And that last year your sales increased by half a million pounds over the year before?

That's why you're on to such a big potential money-maker in ICI's Savlon Babycare. Babycare is, of course, a chemist-only range. But, even more important to you, it is the first range of baby care products specifically formulated to pharmaceutical standards. Each product, the cream, shampoo, lotion and talc, is medicated with an ICI antiseptic to overcome such common skin problems as nappy rash, cradle cap, soreness and chafing. So that mothers are provided with a complete skin-care routine.

We're spending big money on the biggest baby care campaign ever mounted in Woman, the biggest-selling women's

weekly magazine. Seven out of every ten women coming into your shop will see our colour pages in Woman and in the baby publications. Almost every new mother will have been given a sample of the cream in hospital, as well as a leaflet describing the whole range. All this, plus professional recommendation, is designed to direct her towards your counter looking for Savlon Babycare.

You can make high profit margins on all packs (over 40% on S.P.). With an extra display bonus from our representative if the Babycare products are featured on display.

Now make sure your shop carries Savlon Babycare – the one doctors and midwives recommend. Make space for Savlon Babycare where your customers can see and handle it, and, if you run into any difficulties in obtaining supplies from your wholesaler, contact your Savlon representative and he will sort it out.



BC42

SAVLON ♥ BABYCARE
TRADE MARK
all the care a baby's skin needs

The 'Golden newcomer' doing well

In little more than a year Golden Ostermilk has significantly strengthened the Ostermilk's brand leadership, claim Glaxo Laboratories Ltd, Greenford, Middlesex.

Golden Ostermilk has made considerable impact among "recommender" groups, they say, and is establishing a new feed preparation technique. This is because the product—the first instantised full-cream milk powder for infant feeding developed in this country—is added direct to cooled, boiled water in a wide neck bottle and then shake-mixed into a milk that has a natural look and taste.

Risk of contamination is minimised because there is no need for the normally unsterilised utensils such as fork, jug and funnel. Cleaning of bottle and teat is also helped by the fact that no fatty film is left after the feed.

The ease and safety of mixing are emphasised in a recently re-styled Golden Ostermilk presentation box available to mothers through hospitals and domiciliary midwives. Each contains a set of birth announcement cards and an informative leaflet in addition to a one pound box of Golden Ostermilk which has proved a valuable introduction for follow-up purchases through chemists.

The product is extensively supported with continuous promotion which includes the expenditure of around £70,000 annually on advertisements that are seen by 80 per cent of pregnant and nursing mothers and the main recommender and trade groups. Golden Ostermilk is also promoted in Glaxo's "Mother and Baby Book"—read by about one-third of new mothers—and in the company's quarterly magazine, "Mother and Infant Health Review", which is sent to nearly 20,000 paediatricians, health visitors, midwives and other key recommenders. A choice of attractive point-of-sale items are always available to carry the campaign messages right through to the shop counter.

A colourful cardboard pram forms an eye-catching counter display item for Glaxo's Ostermilk Two



Product use is also being extended, in promotional terms, by encouraging mothers to give Golden Ostermilk as a cup feed to infants and young children. Emphasis is also being given to the value of Golden Ostermilk for away-from-home feeding. On a journey, for instance, only a flask of warm water need be carried in addition to the powder and bottle(s).

Strong promotion is also continuing for Ostermilks One and Two, the recent display aids for the latter including an eye-catching counter item in the form of a pram to carry one pack.



The Golden Ostermilk presentation box containing a 1lb packet of powder, birth announcement cards and an information leaflet

Publicity to inform and educate

While Trufood Creameries, Wrenbury, Nantwich, Cheshire, accept that reaching the consumer through television and national Press advertising is a vital part of the total promotions picture, they believe that it is by no means the only role the company's communications programme must fulfil. Getting the message across to doctors, hospitals, nurses, midwives and health visitors is at least of equal importance, particularly, they say, as far as speciality milk products are concerned—and in relation to the nutritional value of all the products in the Spoonfoods, Junior Foods and Toddler Meals range. This has called for a planned consistent programme of communication through the medical and related professional Press.

The recently launched documentary film, "From Cradle Days to Family Meals", sponsored by Trufood, is expected to play a valuable part here. The company's products are shown through the film which includes a mother being shown how to prepare a feed using the humanised formula in hospital and later on repeating the procedure at home, mixing

the powder by shaking it in a wide mouth bottle.

Animated charts demonstrate how cows' milk is re-formed into a feed which closely resembles breast milk and a mother is shown choosing a Spoonfoods variety from her store cupboard and heating it up for her baby.

Sequences from the film are the basis of four single "concept loops" which are designed for use during teaching sessions and for continual projection in hospitals and clinics.

All the varieties available in the current ranges of Spoonfoods, Junior Foods and Toddler Meals are listed in a diet chart and in a booklet for mothers which were introduced recently. References to the baby cereals and full colour illustrations of the packs and jars are also included in both publications so that mothers can readily identify them in the pharmacy.



A "still" from the Trufood-sponsored film "From Cradle Days to Family Meals"

Maws move ahead from reorganisation

The reorganisation of S. Maw Son & Sons Ltd, New Barnet, Herts, which began two years ago, is now almost complete.

Maws claim the widest range of Baby-care products in the UK, and their new corporate image makes them readily identifiable on the chemists' shelves.

Recent milestones in the company's progress include:

□ Continued growth of sales of Tufty Tails disposable nappies which, say Maws, have achieved brand leadership in chemists.

□ The Maws baby toiletries range was repacked in unbreakable plastic bottles with spill-proof dispenser and non-slip grip. Simpla tablets, the cold water sterilis-

Continued on p 13

Now Cannon babysafe smooths away the germs.



Germs are sticky little devils. Show them a corner or a crevice and they'll stick it out through even the most rigorous washing.

But that's where the new Cannon babysafe feeding bottle defeats them, every one.

Because it's smooth all over, especially inside the neck where, on other bottles, germs cling most.

How do Cannon babysafe do it? With a special moulding process which forces each bottle into shape under tremendous pressure. And leaves it not only smooth and germ-free, but so tough that you can boil it, drop it or bounce it without harm.

Lightweight? An ordinary glass bottle weighs five times more!

Other exclusive features include a curved, easy-clean thread, a graduated table on the *outside* of the bottle and a smooth, thumb-grip locking cap.

Even more important, there's a brand new Cannon babysafe universal teat with a longer stem, three-hole perforation and a reinforced moulding that gives it a life span three or four times longer than other teats.

The special offer pack also contains a mini-feeder, an extra teat, disc and locking cap. As well as a protective dormal cover (just to make the bottle about as germ-free as a baby feeder can be).

For full details of this offer and all Cannon babysafe products (including the unique, cold-method sterilizer unit) ask our representative. Or contact us direct.

CANNON **babysafe**

if you know what's best for your baby.

Cannon Rubber Manufacturers Ltd., Ashley Road, Tottenham, London, N.17.
Tel: 01-808 6261

Anticipating more legal requirements

Well in advance of the January, 1973 deadline governing product descriptions, the revised Cow & Gate milk food cartons are already coming off the new automatic filling and packing lines at the Wincanton factory.

Product description has been amplified to include the word "dried" and now reads "dried full cream milk food". Cow & Gate milk foods carry an open date coding and the attention of the user is drawn to the expiry date in large type on the new carton. Metric equivalents have been added to the feeding schedules and the total weight is shown in both ounces and grams.



Above: the Cow & Gate carton
Below: the Cuxson, Gerrard range



The Maws "family" of baby care products

ing method, have continued to gain ground with their convenience in use and suitability for travelling or holidays abroad.

For the first time, Maws spent heavily last year in a TV campaign to promote their products and they believe 1972 will be an even better year, with an increased promotional budget including full-page colour advertisements in leading women's and mother and baby publications, starting next month. Several major consumer promotions to encourage increased awareness of products will be used, including the Expectant Mother Advisory Service box.

They have recently introduced an addition to their baby pants range. Called "Triple Pack" this is a pack of three (£0.18) high quality pull-on pants which are made in four sizes—small, medium, large and extra large. They are made from soft, washable plastic, with elastic waist and legs and all welded seams.

Emphasis is on high quality for a moderate price.

cooling and soothing effect. It is packed in metal containers, fitted with one-hand operated captive sprinkler caps.

This powder is now unmedicated and therefore not subject to any objections in this connection. Although a baby powder this also has great sales potential as a general purpose talc when its price is compared, claim Cuxson's.

The company also offer two types of baby pants. The Cuxson, Gerrard baby pants are made from a soft and washable plastic. The pants are generously cut in four sizes: small, medium, large and extra large. Each pair is packed in an attractive carton on which the size is clearly shown and the average weights of babies which the pants will fit. Recommended retail price £0.12½ a pair.

For mothers who buy on price there are "Dimple" baby pants in the two most popular sizes—large at 5p a pair and extra large at 6p a pair. Individually cartoned and supplied in attractive display outers of 24 they sell readily from the counter.



Reformulation at Cuxson Gerrard

Cuxson, Gerrard, Oldbury, Warley, Worcs have reformulated both their popular powders. Their Sanoid zinc and starch powder in the blue tin has now been changed to the BPC specification for zinc, starch and talc dusting powder BPC, but the pack design remains very similar. This BPC unmedicated powder is not only suitable for babies, say the makers, but also particularly beneficial for bed-ridden people in helping to prevent troublesome and distressing bed sores. Drums of 170g, retail at £0.15.

The BPC powder is not perfumed but their baby powder is. Sterilised talc of very fine and smooth texture is used for this. It is highly absorbent and has a

Simplicity is the aim with Golden Babe

It is estimated that on average during an 18-month period more than 2,000 napkin changes per baby are made. This figure multiplied by the average yearly birthrate gives some idea of the potential size of the napkin market.

The Golden Babe range of baby products have been designed by Lilia-White (Sales), Charford Mills, Birmingham, with the object of making life easier for the young mother. The range includes Nappy Savers, Disposable Nappies, Bouncer Baby Pants, Snuggi Pants and their own All Purpose Cotton Wool.

A successful addition to the Golden Babe range has been the disposable nappy liner designed to stop solids from staining the nappy. Made from a super-soft non-woven fabric, it is also said to protect baby's skin against the roughness of newly-washed nappies and helps prevent napkin rash. A special advantage claimed for the Golden Babe Nappy Savers is that the pack is designed to stand on the floor—making it easier for the mother to extract the liner from the pack while she changes baby on her lap.

The Golden Babe Disposable Nappy is the only "baby-shaped nappy on the market," say Lilia-White. A soft quilted cover holds the high absorbent filling in position giving maximum comfort with no bunching between the legs.

J & J looking forward to a good year

Larger advertising expenditure during 1972, coupled with the recent introduction of new products such as Baby Gel, which has already proved a great success, are expected by Johnson & Johnson Ltd, Slough, Bucks, to strengthen further their position in the market.

A survey on product usage was recently carried out on the company's behalf among a quota sample of 1,000 women in 84 randomly selected sample points.

Forty-six per cent of respondents said they used Johnson's baby lotion, whilst thirty per cent said they used Johnson's baby oil either on themselves, their children, or both. Thirty-one per cent of respondents said they used Johnson's baby lotion on themselves, compared with twenty-eight per cent on their children, whilst corresponding figures for Johnson's baby oil were nineteen per cent and eighteen per cent respectively.

The company's advertising theme of "Are you still a Johnson's baby?", was also borne out in the survey—it showed that adult usage of the products has grown enormously.



Johnson's Nappy Liners are available in boxes of 200, 100, 50 and 25

Savlon baby products and safety

ICI pharmaceuticals division, Alderley House, Alderley Park, Macclesfield, say that publicity following the statement from the Committee on Safety of Medicines on the use of hexachlorophane preparations has led to a great many inquiries, concerning Hibitane and the role of Savlon baby care products.

All Savlon products, including the Savlon baby care range are based on Cetavlon (cetrimide) and/or Hibitane (chlorhexidine). These antiseptics are unrelated chemically to hexachlorophane and both research and hospital use confirm the absence of any clinical similarity, say the company.

More Paddi Pads going to chemists

Steadily increasing sales through chemist outlets are reported for Paddi Pads—the disposable nappies made by Robinsons of Chesterfield. Paddi Pads, available in 10s and 30s were recently re-packaged in a new eye-catching pack. The Paddi Pad pack, which retains its distinctive pink and blue colouring with a lively new baby illustration, is its own point of sale material, say Robinsons.

They say that Paddi are the only disposable nappies with a soft cotton wool

facing for greater comfort and the theme "Soft on Baby" is being used throughout their 1972 promotional programme.

For mothers who prefer towelling nappies, the Paddi range includes nappy liners—packed in pink and blue boxes of 25, 50 and 100. One of the strongest yet softest liners available, the Paddi nappy liners can be neatly displayed in special counter dispensers.

To complete the Paddi range, there are Paddi Rolls and Paddi Pleats in polypacks and two types of nappy holder—the Paddi Pilch and Paddi Garment. Polybags are also used to package Paddi cotton wool balls.

Big support coming for Q-Tips

"The fastest growing brand of cotton swabs" is how Chesebrough Pond's Ltd, Victoria Road, London NW10 describe their Q-Tips.

Promotion plans for this year are on a large scale. There will be double pages in colour in all the "baby books". Half-pages in *Maternity & Mothercraft*, *Mother, Woman, Woman's Own*, *True Story*, *True Romances*, *Woman's Story* and *Reader's Digest* will continue from now until October.

There will also be substantial Press advertising to support their Vaseline Petroleum Jelly, which has recently been repacked with a flip-lid jar. VPJ is an undisputed brand leader in a market that is estimated to be worth more than £1 million, of which about a third goes through chemists. Here, again, the promotion will be continuous until October.



Over 900,000 more good reasons to stock up
with Vaseline Petroleum Jelly® again this year.

Over 900,000 new births a year mean over 900,000 new mums—and this year they're all going to see plenty of advertising for Vaseline Petroleum Jelly, the leading brand.

Double page spreads in colour in the baby books. Half pages in Maternity & Mothercraft, Mother, Woman, Woman's Own, True Story, True Romances, Woman's Story and Reader's Digest.

Vaseline is a registered trade mark of Chesebrough-Pond's Ltd.

Appearing from now, right through to October.

Vaseline Petroleum Jelly, in its new plastic pack, with the new flip lid—and plenty of advertising is going to create greater demand than ever, and you are going to gain from it. Have you got enough in stock, or on order?

Don't miss out on the money; make sure of your profit *now*.



"Best for Baby Care" [®]

SUBA-SEAL



10 oz de luxe feeding bottle in glass clear plastic, with silicone teat.

Latex teat, narrow neck.

Bubble packed mini soother.

Just three fine items from the big range of 'Suba-Seal' baby care products. When customers demand quality 'Suba-Seal' products are a natural choice.

Full colour, illustrated literature of the entire range is available on request from :-
WILLIAM FREEMAN & COMPANY LIMITED
SUBA-SEAL WORKS, STAINCROSS,
BARNSELY, YORKSHIRE, ENGLAND.
TEL: BARNSELY 4081 PBX.



Babysafe feeder set

Cannon Rubber Manufacturers Ltd, Ashley Road, London N17 have introduced their Babysafe smooth neck feeder. By using a new manufacturing process they have produced a bottle which is totally smooth, especially inside the neck. It is made from polycarbonate, "so tough that it can be boiled, dropped or bounced without harm," which looks like glass, but weighs five times less. A graduated scale is on the outside.

Other exclusive features include an easyclean thread, and a smooth thumb grip for the locking ring. Complete with two universal long shank compression moulded teats (which also fit a narrow bottle, a blue dormal cap to make the bottle about as germ free as a baby feeder can be, a mini feeder (for vitamins), sealing disc (for bottle mixing) and a spare locking cap.

Recommended retail price £0.42 each set.



'Personalised' dishes

A highly successful Spoonfoods promotion by Trufood offered a "personalised" baby feeding bowl and, say the company, produced sales through chemists of close on half a million jars of baby food. The attractive china bowls (one of which is pictured above), decorated with colourful animal motifs and the letters of the alphabet, are individualised with an inscription of the child's name and birth date.

Intolerance to carbohydrate—and special diets

by R. A. Hendey, FRIC (Product Development Manager, Infant Foods, Unigate Foods Ltd)

In both plant and animal life carbohydrates serve as the principal source of energy for the processes of life. In plants, carbohydrates may have other functions—the insoluble carbohydrates, such as the celluloses and hemicelluloses, have the special role of the formation and integument of the organism which in many ways is comparable to bones and scleroproteins in the higher animals.

The ultimate origin of carbohydrate and its potential energy is photosynthesis in plant leaves from the carbon dioxide contained in the air and in water, with the aid of sunlight and plant pigments (eg. the chlorophylls).

Celluloses and hemicelluloses are not digested in the human gastrointestinal tract and go through unchanged, adding to the bulk of the intestinal contents thereby stimulating peristalsis and evacuation. In herbivorous animals celluloses and hemicelluloses are acted upon by enzymes and bacteria in the intestines, and they are a significant source of these animals' carbohydrate food.

The principal dietary carbohydrate in the adult is starch with probable significant amounts of disaccharides. In the young infant for the first few months, the disaccharides, lactose and sucrose, are later supplemented with starch. The hydrolysis of starch is begun by salivary amylase and is continued by pancreatic amylase to yield maltose and small amounts of glucose. Lactose and sucrose are hydrolysed in the small intestine by lactase and sucrase respectively.

Localising enzymes

The localisation of the sugar-splitting enzymes has been much investigated over the last decade. Miller & Crane¹ were able to separate the brush-border from the rest of the intestinal mucosa of the hamster and found that the whole of the enzyme activity of the mucosa was accounted for by this layer. Doell and Kretchmer² localised lactase activity in the microsomes of rat mucosa, and Dahlqvist & Brun³ identified sucrase and trehalase activity in the cytoplasmic granules.

Whether monosaccharides are formed in the lumen or in the brush-border, their movement across the cell involves a process more complicated than diffusion, although diffusion does play a part at some

stage. The process of absorption exhibits a high degree of chemical specificity, different hexoses being absorbed at different rates. Glucose and galactose are absorbed at similar rates, while the absorption of mannose is slow with fructose being intermediate.

Attempts have been made to characterise the transport process in relation to stereochemical structure⁴ when sugars containing a pyranose ring with a carbon atom at C-5 and a hydroxy group at C-2 were actively transported by the intestine. Later work by Csáky⁵ has cast some doubt on this since D-xylose and D-mannose, which do not have the required configurations, are actively transported. Other factors involved in the transportation of sugars are solution saturation, competition between different sugars, the influence of different ions, eg. the sodium ion in the absorption of glucose^{6,7}, the effect of certain inhibiting substances and changes in the electrical activity of the intestine⁸.

A complex process

From the above it is evident that the absorption of carbohydrates is a highly complex process, and there is still much about the process that is unknown. A knowledge of all the biochemical processes involved in carbohydrate absorption becomes important when any of the processes break down or do not function properly.

For infants, the inability to absorb carbohydrates, and more especially the inability to absorb lactose, their main carbohydrate source of calories, is of major consequence to their normal growth and well being. Among the disaccharidase deficiencies, diminished or absent lactase activity is the most important. The hereditary type of alactasia is rare in children, but the acquired type, which can be associated with a large number of unrelated gastrointestinal disorders, is more common.

Diarrhoea is the main feature of all disaccharide-malabsorption syndromes, and in hereditary alactasia this starts within a few days of birth⁹.

Secondary alactasia is not age dependent, and may occur as a result of intestinal mucosa abnormality following specific conditions including coeliac disease, intestinal infections, acute kwashiorkor, gastroenteritis, nutritional disorders after gastrectomy and in tropical sprue.

The treatment of lactose intolerance,

whether permanent or temporary, is by the complete dietary exclusion of normal milk and milk products containing lactose. Special milk-like products have been prepared which do not contain lactose, eg. Galactomin 17 and Galactomin 18; these can replace normal cow's milk and for infants will, with supplementary vitamins and minerals, provide a satisfactory diet until weaning. At weaning, milk products must be avoided, and this means a constant check on product ingredient lists, since many common proprietary products contain milk as an ingredient. Other disaccharide intolerances are treated in a similar way by the complete exclusion of the appropriate disaccharide.

Recent studies have shown a high incidence of lactose malabsorption in certain ethnic groups^{10, 11}, and it has been suggested that these differences between ethnic groups may be due to a reduction of lactase activity because of a prolonged low milk intake¹².

Glucose intolerance

Monosaccharide intolerance is rarer than intolerance to the disaccharides. Laplane¹³ and Lindqvist¹⁴ have described infants in whom diarrhoea has occurred, but in whom the hydrolysis of disaccharides appeared normal. These infants could not absorb glucose or galactose, and their diarrhoea only ceased when fructose was used as the main source of carbohydrate. Later workers have verified a defective sodium transfer mechanism in the intestinal mucosa of these patients, causing an accumulation of glucose¹⁵.

Another disorder in monosaccharide metabolism is galactosaemia, when the ingested galactose (from lactose) cannot be metabolised to glucose. Galactosaemia is known to be due to a deficiency of the enzyme galactose-1-phosphate uridyl transferase which catalyses the reaction galactose-1-phosphate to glucose-1-phosphate. Recent studies have shown that the early diagnosis of galactosaemia and treatment with a galactose-free diet will save life and minimise the probability of permanent liver damage¹⁶.

Pharmacist's role

In the diagnosis and treatment of carbohydrate malabsorption many scientific disciplines are involved. In the hospital, the clinician and physician with the biochemist, diagnose and monitor the initial medical and biochemical progress of the patient. The hospital pharmacist, in conjunction with the dietitian, may be asked to produce synthetic food mixtures for the initial dietetic treatment. When the patient leaves hospital, then it is necessary for commercial food products to be made available, so that a standard easy-to-prepare diet regimen may be achieved without too much difficulty.

Manufacturers have been able to meet the needs of the small minority of patients suffering from the many forms of carbohydrate intolerance, by the preparation of products with minimal lactose contents, or with added carbohydrates, for example, fructose.

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Carbohydrate intolerance & special diets

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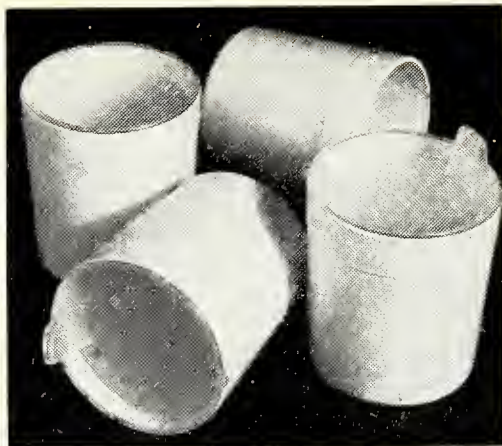
The final and most important link to the patient after leaving hospital is the pharmacist in retail practice. He has the distribution facilities and background knowledge to advise the patient, and can also provide a feed-back of information to the physician and manufacturer. The pharmacist is eminently suited for the role because of his expert knowledge of the dosage and use of drugs and pharmaceuticals, for let us not forget that any special diet is difficult for the patient, so that help and sympathetic understanding is always necessary.

It is very easy to abandon diets, and to do so in many cases will be detrimental to the patient's health.

Much progress has been made in the treatment of carbohydrate intolerances over the last few years, but all the problems are not yet solved. Only by the continual co-operation between all the scientific disciplines can we together make the lives of these patients on special diets more tolerable.

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The accent is on safety

A growing awareness among young mothers of the need for better standards of safety and hygiene in baby-care products is noted by William Freeman & Co Ltd, Staincross, Barnsley—and they cite the fact that the British Standards Institution is considering the possibility of creating a standard for baby soothers.

In this context, William Freeman have recently developed what they believe to be a completely safe soother which eliminates the possibility of the ring being pulled away from the shield and teat—the main sources of accidents to babies.

This product will be offered as an addition to the Suba Seal range.

Also recently introduced is Suba Potty, manufactured in sterilisable polypropylene, and the same material has been used to manufacture a set of half pint beakers (pictured above), a baby feeding cup and drinking trainer with a choice of one or two lids, and a baby plate and baby feeding dish.

Ideally, all baby-care products should be capable of sterilisation, they state, either by boiling or by immersion in sterilising fluids. All items in the Freeman baby-care range may be sterilised by any of the accepted methods, and product design is based primarily on functional safety in the home.

A further illustration of Government concern for the safety of children in the home is the proposal by the Home Office to release a short cartoon film for television presentation dealing with the care and use of hot water bottles, particularly for young children. Some emphasis will be laid in the film on the advisability of using a covered-type cot hot water bottle of the type marketed by William Freeman in their cot hot water bottle range.

The Suba Seal range is supported by a nationally-promoted trade mark and includes teats, soothers, feeding bottles, bottle warmers, teething trainers, mini-feeders and cot hot water bottles, feeding cups, plates and other table accessories. The company recommend that a basic stock selection should include a choice of feeding bottles with different hole sizes, wide and narrow neck teats, and insulating bottle containers for night feeding and travelling.

Newcomer to Woodward's baby range

W. Woodward Ltd, Clapham Road, London SW9, will, in the next few days, be announcing an addition to their range, which was started in November 1850 when William Woodward first produced his now-famous Gripe Water.

For more than a century Woodward's reputation rested on Gripe Water alone—and it is still the leading brand in carminatives. Sales during 1971 showed a significant increase on the previous 12 months.

But the Woodward "family" has grown in recent years.

□ Their baby cream, which contains no hexachlorophane, is priced to retail at £0.29 for 220g. A spring bonus will increase profitability for the stockist. The product is claimed to be non-staining and non-greasy.

□ Baby Wipes, introduced last year, are described as "the new easy way to keep baby clean and fresh at all times, but



The Woodward's 'family': Gripe Water, Teething Balm, Baby-Wipes, baby cream and diarrhoea mixture

especially when out and about". Samples will shortly be distributed nationally in the Expectant Mothers Advisory Service box.

□ Completing the "family" are Woodward's diarrhoea mixture and teething balm. The diarrhoea mixture is pleasantly flavoured and said to be suitable for children of all ages. The teething balm is designed to soothe teething soreness.

The company's range is being supported by a point-of-sale display unit that incorporates a dispenser for leaflets entitled "Your Baby's Health." It will soon be available from the company's representatives.

Advertising for Gripe Water during 1972 includes full pages in women's magazines estimated to reach nearly 80 per cent of mothers. There will be additional advertising for other products in the range, including a full colour page in the Bounty Baby Book. The professional Press will also be used extensively.

Mothers trust Woodward's... so can you.



Woodward's . . . a name trusted and relied on by mothers for over a century.

And today, with an ever growing product range . . . Gripe Water, Baby Cream, Diarrhoea Mixture, Teething Balm, Baby-Wipes and another next month . . . that reliance grows even stronger.

Promoted nationally with powerful advertising and display material, these products are going to be

asked for time and time again.

So stock up now and display the full Woodward's range. You'll soon find your trust is well rewarded.

**With lots of love...
and a little Woodward's**

W. Woodward Ltd. London, S.W.9.

Prepared feeds. In a couple of shakes.

No more mixing. No more bottles to wash.

Cow & Gate Prepared Feeds are ready to use. And they come in disposable sterilised bottles. With sterilised teat units.

There's no need for the feed or the teat to be touched by human hand.

Use at room temperature or warm up if preferred and after feeding simply throw the bottle away.

There are four Prepared Feeds

available exclusively to hospitals.

Half-Cream. Full-Cream.

Distilled Water. And 5% Dextrose.

The Milk Feeds are the same as reconstituted Cow & Gate Milk Foods.

So after hospital, a baby continues with the same diet.

And we also supply Cartonettes of our Milk Food to be given to mothers when they leave.

Prepared Feeds are time saving, labour saving and, therefore, cost saving.

If you require further information please contact The Medical & Research Department, Cow & Gate, Stoke Road, Guildford, Surrey.

Cow & Gate
The well-balanced
baby diet.